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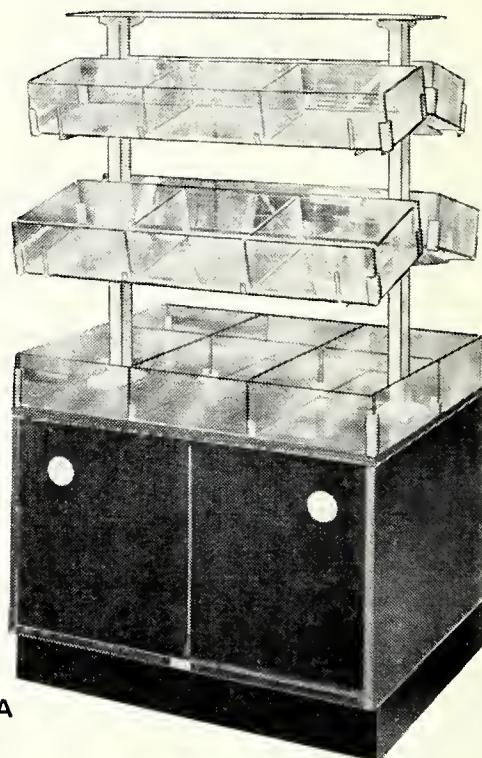
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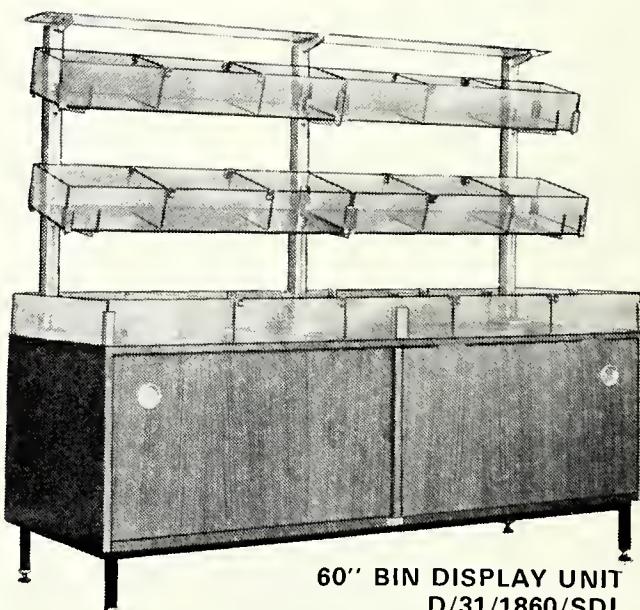
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11th year of publication Vol. 192 No. 4672

The newsweekly for Pharmacy

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The rifamycins: antibacterials with an antiviral bonus?: page 184-5



*Farm health service from a pharmacy:
page 186-7*

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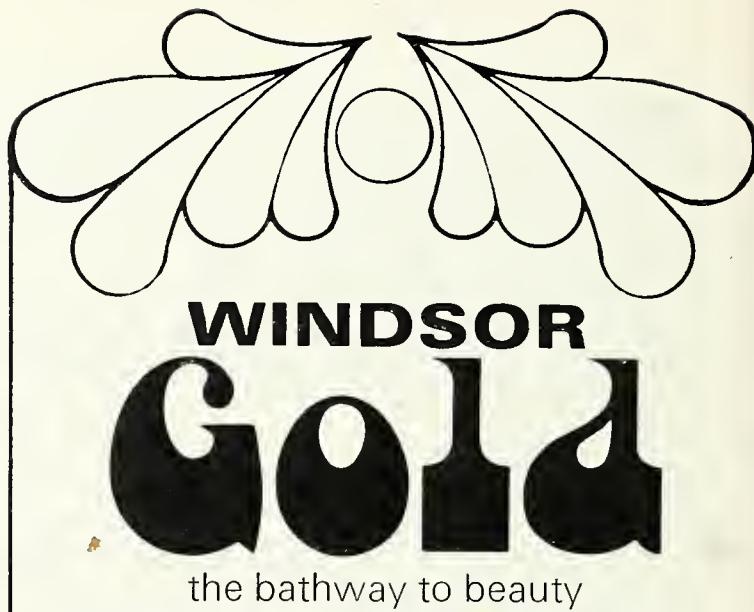
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More than 700 booked for conference

If the rate at which new bookings for the British Pharmaceutical Conference have been coming in is any indication, next week's event should be a huge success. On Tuesday of this week new bookings had comfortably exceeded cancellations and more than 700 members were expected to attend.

A sounding of opinion among pharmacists in the affected parts of the city at the beginning of the week found them gradually recovering from their setbacks but still slightly apprehensive.

Miss A. Finnegan who had the windows of her Dunville Medical Hall in Falls Road broken and a considerable quantity of stock stolen was open for business. She reported a busy counter trade, largely with sightseers, but few prescriptions as people were finding it difficult to get to the doctor.

"The military are still here and the barricades still up," she said. She was taking no risks and still had her windows boarded.

In Divis Street Mr W. Loughran felt that things were gradually returning to normal.

"The shops are opening again but people are still shocked," he said. "The barricades on the side streets are still up though they have been lifted on the main road."

His staff, who had been unable to get to work during the

trouble, were now back at their posts.

Giving a wholesaler's view Mr J. D. Pollock, of Thomas MacMullen Ltd, said that things were now "settling a bit." The company's vans could now get through to all chemists. The extra business made because of the suspension of deliveries by Hyde & Entwhistle Ltd meant that MacMullen's were very busy, working late every night.

"But we are getting things done," Mr Pollock said.

Restrictions remained on entry into certain parts of the city and traffic was being diverted from Falls Road owing to demolition of buildings in a dangerous condition.

Mr J. R. Bentley, chairman of Hyde & Entwhistle Ltd, whose warehouse was destroyed during the disturbances reported on Monday that the company's temporary premises in Gloucester Street were almost ready to begin business. It was hoped that by Thursday they would be fully stocked with ethicals and "patents."

Bulk stock, however, is being avoided. The company are currently negotiating on two possible new permanent premises and expect to recover their old turnover levels in a few months. Letters of support from customers had been most encouraging, said Mr Bentley.



Badge for members attending the conference in Belfast.

Pharmacist and son canoe across Channel

With his 14-year-old son, Mr R. J. Powell (R. J. Powell (Chemists) Ltd, 384 Lordship Lane, London, N17), recently crossed the Channel in a canoe. The crossing took 6½ hours "the hard way"—west to east from St. Margaret's Bay to Pas de Calais. "I wouldn't do it again," Mr Powell told the C&D. "I was too frightened of a collision with a larger vessel, especially when a French trawler bore down upon us near the French coast." However, Mr Powell is no novice. Last year he and his sons canoed the Thames "from start to finish," and this year's cross-Channel

exploit was a "makeweight" to a two-week canoeing holiday around the Western Isles. Of course the canoe had to be of specially stout construction for the sea voyage, and a great deal of time had to be put in beforehand on that. Despite Mr Powell's comment he has another canoeing exploit planned.

Packed drugs to be metricated

Metrication of packed goods such as calamine lotion, surgical spirit and Epsom salts is planned soon by most of the major suppliers.

For liquids, 1-, 2-, 4- and 8-fl oz sizes will be replaced by 25, 50, 100 and 200 ml. A 500-ml size will substitute for both 16 fl oz and one pint.

Solids and powders sizes 1, 2, 3, 4, 8 and 16 oz will disappear with the introduction of 25, 50, 100, 200 and 500g containers.

For one gallon the metric capacity will be 4.5 litres because 5 l containers are not expected to become available for some time.

Most outers will continue to hold a dozen containers because of the convenience of handling the usual four by three arrangement. The changes will be introduced as soon as stocks are exhausted.

Sale or supply of drugs by retailers must be in the metric system from January 1, 1971. For manufacturers the requirement applies from January 1, 1970 and for wholesalers April 1, 1970.

Conference time-table

In the time-table given below of events during the British Pharmaceutical Conference meeting in Belfast, August 31 to September 6, light figures indicate morning and heavy figures afternoon events.

Sunday

- 9 00 Conference office open in Ogilvie Hall, Queen's Elms halls of residence
- 2 30 Tour of Belfast
- 7 00 Church services
- 8 00 Conference club, Stranmillis Training College

Monday

- 9 00 Conference office, Room S14, Students' Union, Queen's University
- 9 45 Coffee
- 10 45 Opening session. Address by the chairman, Dr E. F. Hersant
- 2 00 Ladies' excursions
- 2 15 Science sessions
- 7 15 Science sessions
- 8 00 "Irish night" or Irish play

Institute of Pharmacy Management

- 9 30 Meeting to discuss science paper proposals.

Tuesday

- 9 30 Professional session: "The relationship between the pharmaceutical industry and the practising pharmacist" by S. E. Andrews
- Science session
- Ladies' excursions

- 2 15 Discussion forum: "Rapid Methods for Quality Control".

- History of Pharmacy session: "The Apothecaries and the Professional Organisation of Pharmacy during the 18th and 19th Centuries in Ireland" by N. C. Cooper, and "Belfast—Some Aspects of Local Medical History" by Dr R. W. M. Strain

- 8 00 Civic reception, Belfast City Hall;

- 8 30 Reception at hospital Pharmacists.

Wednesday

- 9 30 Professional session: Drug dependence—"The Development of International Controls" by Dr M. Glatt; "The Pharmacist's Role in Controlling the Supply of Drugs of Dependence" by J. R. Dale
- Science session
- Ladies' excursions

- 2 30 Optional excursion to Bangor (replaces Stormont garden party)

Thursday

- 9 30 Conference lecture: "The Use of Drugs in the Community" by Professor O. L. Wade

- 12 15 Conference excursion

- 9 00 Conference club

National Association of

Women Pharmacists sherry party, Stranmillis House

Friday

- 9 30 Symposium session: Plastics in Pharmacy and Medicine: "The Properties of Plastics of Importance in Pharmacy and Medicine" by J. M. J. Estevez; "Plastics in Medicine—their Safety in Use", by B. J. Simpson; "The Application of Plastics of Importance in Pharmacy and Medicine", by M. J. Busse and D. A. Hughes

- 10 00 Ladies' fashion show

- 11 15 Golf competition

- 2 30 Closing session

- 7 30 Conference ball

Saturday

- 2 30 Visit to Carrickfergus Castle for those not returning home until late Saturday evening

National differences in drug development

There are signs of differences in the capacity to discover and develop new drugs between member countries of the Organisation for Economic Co-operation and Development (OECD).

It would appear, says a recent OECD report, that there are far fewer pharmaceutical research workers in the U.S. than the rest of the OECD countries. The number of doctorate-level scientists involved is rather lower in the U.S. than in Europe.

In spite of this, the largest number of original drugs of scientific and commercial importance available in the majority of countries originated in the U.S.

Whereas the contribution made by most individual European pharmaceutical houses to the drug market varies greatly from country to country, the major U.S. pharmaceutical companies occupy an almost uniformly strong position in all the countries studied.

Because of the current lack of equilibrium in the process of drug introduction and marketing, it is difficult to compare satisfactorily the present performance of the pharmaceutical industry in various countries.

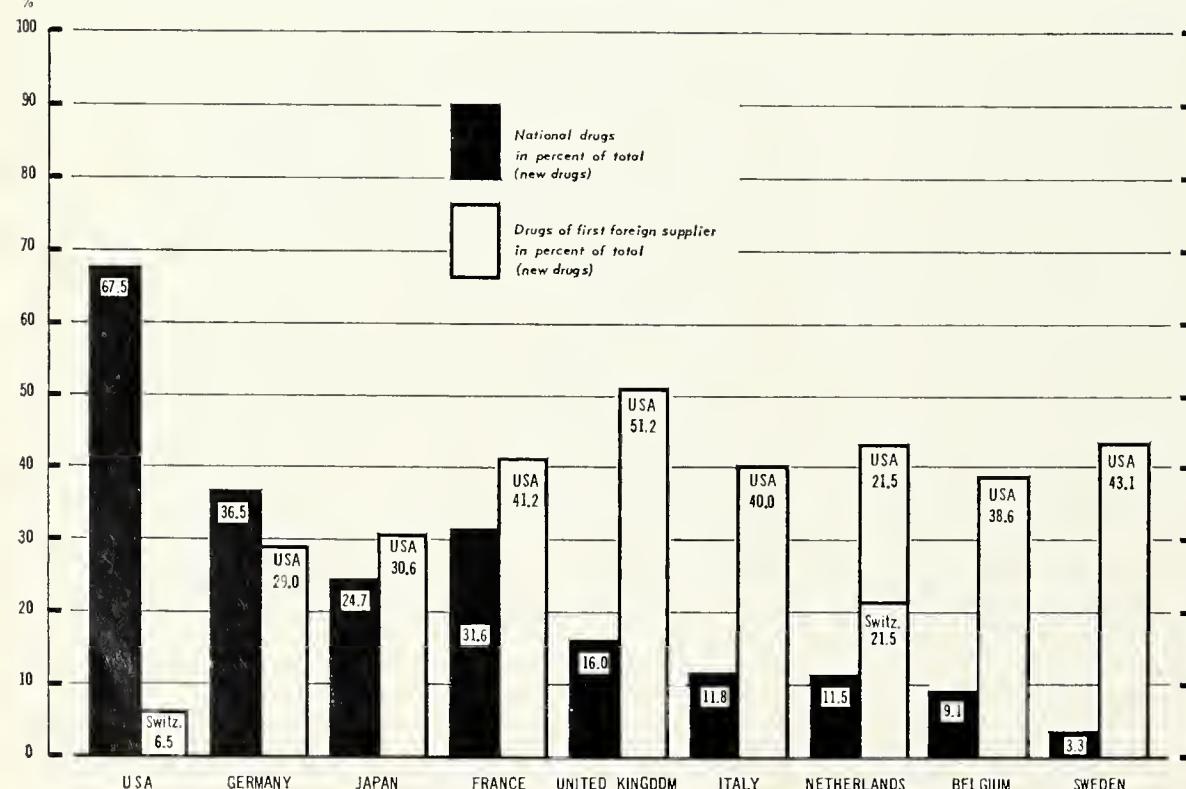
Irrespective, however, of any existing gaps between European

and U.S. pharmaceutical companies, it has become evident that many factors are operative in individual countries, some of which can lead to the appearance of gaps in the next few years.

Because of the national, legal, linguistic, social and other barriers in Europe the report finds there is a tendency for many firms to remain within the confines of national boundaries. This results in smaller industrial units. Such units can maintain only a limited research effort and cannot for example engage in the basic research which is now being undertaken by many American drug companies and is probably essential to much future progress.

Academic staff in universities of some countries have little interest in performing productive research which could result in new drugs, or in training scientists for a career in industrial drug research. In several European countries there has been a real shortage of biological scientists and in most European countries there is little or no provision for training in business techniques and management at university level. In particular it is difficult to find scientists who have been trained in industrial management.

Origin of significant new drugs in the markets of nine countries from 1950 to 1966, some to 1967. The percentages must be interpreted with prudence as the size of the markets of the countries differ considerably and the number of drugs sampled varied from 200 to 1,200



British pharmacy students meet in Turkey

Five members from Britain were among the 160 young pharmacists and students who took part in the fifteenth congress of the International Pharmaceutical Students' Federation in Istanbul during the last week in July. One of them, Miss Helen Oakley, was elected to the new executive.

The participants, from 20 countries, held formal and informal discussions on a variety of topics. They were accommodated in hotels near the Attakoy beach. Social events included sightseeing, visits to a pharmaceutical company and dances.

Executive elected

The following executive was elected:— President, Hermann Koerber (Germany); treasurer, Dieter Steinback (Germany); secretary general, Joop Volp (Netherlands); chairman of information and education, Helen Oakley (Great Britain); chairman of student exchange, Elsa-Lydia Toverud (Norway); chairman of publications, Peter Lindner (Netherlands).

As a consequence of the election, Miss Oakley has been replaced by Miss Veronica Davis as IPSF liaison secretary on the British Pharmaceutical Students' Association executive.

Boots conference for students

More than 200 students of pharmacy about to enter their final year of studies will take part in a conference arranged by Boots Pure Drug Co Ltd at Nottingham University, September 9-12.

The conference, arranged to introduce students to the commercial world of pharmacy and outline some opportunities open to them in manufacturing, research and retailing, follows its introduction as an experimental venture in 1968.

The students are travelling from 15 schools and colleges of pharmacy throughout England, Wales and Scotland. Subjects to be covered during the three-day conference include the part played by Boots as a chemist contractor, and the retail, wholesale, and manufacturing opportunities for pharmacists today. Messrs. A. D. Spencer, the company's retail operations director and J. M. T. Ross, chief pharmacy superintendent, will be among the speakers.

The conference is being held in the new science complex of Nottingham University with accommodation provided in the University's Hugh Stewart Hall of Residence.

British production of L-dopa

Koch-Light Laboratories Ltd are currently producing L-dopa by a new process. The compound, which has recently been under trial for the treatment of Parkinson's disease has previously been made, in only relatively small quantities, in Japan.

Koch-Light, a British company, with plant at Colnbrook, Bucks, and Haverhill, Suffolk, is best known for rare organic chemicals, rare metals, and scintillators. The company is now investigating quantity production of L-dopa, working in conjunction with a team of university scientists.

Details of production and control methods are being passed to the Committee on Safety of Drugs as soon as possible. (A joint Department of Health-Medical Research Council statement said last week that the compound would not be prescribable under the NHS until cleared by the Committee.)

Merck Sharp & Dohme Ltd say they are not carrying out research on L-dopa [corrected note].

Labour's strategy on the drugs industry

"The importance of the drug industry in the National Health Service makes it one of those sections in which the introduction of a strong element of public supervision is required." So says *Labour's Economic Strategy (Into the Seventies)* (2s 6d), which gives the views of the Labour Party National Executive Committee on economic policy, social policy and other subjects for debate at Brighton in October. Ways in which the supervision of the drug industry might be achieved are as forecast (see C&D, August 9, p 109), namely the Government might take a share in one company; it could set up new public enterprise to manufacture standard drugs for NHS; take a partnership in one company; or do all three.

The report says that the pharmaceutical industry has created high profits over the 22 years since the Health Service was created but "has failed to share the new wealth."

'Supermarkets' for retailers

Cosmetics and proprietary pharmaceuticals to a total of 150 lines are among goods which traders will be able to collect at "rock-bottom" prices from new "wholesale supermarkets" now being set up as part of a policy of diversification by the tobacco group Gallaher Ltd.

First is at Mosley, near Leeds, opening in October, followed by others at five-week intervals.

The scheme is being operated by a new Gallaher company, Crest Cash and Carry Ltd, with headquarters at Leicester.

The aim is to enable any registered customer to take advantage of extremely competitive prices. The customer pays cash at a checkout point and takes his own goods home (though a delivery service for orders of more than £100 is being operated by Crest).

Provided the retailer passes on the competitive prices to his customers, he will be more than able to compete with the average supermarket as well as making his own situation more profitable.

Crest's marketing team is headed by Clive T. Clague, a former marketing director of Granada TV Rentals and Gol-

They therefore recommend "a very careful consideration of whether a public stake in pharmaceuticals is possible." [The Association of the British Pharmaceutical Industry are not replying until the precise wording of the motion is available.]

Elsewhere the report suggests that the Government should embark on a comprehensive study of the Co-operative sector and form an agency to promote fresh development in Co-operatives. Like others in retail, Co-operatives have been hit by selective employment tax which came at a bad moment for them during a massive amalgamation of Societies. The special grants made available to agricultural co-operatives and housing co-operatives "might well be extended to the mergers, amalgamation and expansion taking place at present in the retail Co-ops."

Comment: page 181

den Wonder (food subsidiary of the Imperial Tobacco Co).

Managing director John Harwood is a former independent marketing consultant.

The commodities on sale will be almost all those sold by the independent retailer or used by the caterer.

Each centre will be staffed by about 25, including a trained and uniformed hostess to assist customers, assisted by a sales force of girls driving liveried mini-cars, who will call on retailers to inform them of the latest Crest developments and week-to-week price offers, national promotions, etc., and, eventually, a complete national computer-assisted market research division.

Crest customers can expect to find more than adequate car-parking facilities when they enter the centre and the whole buying operation is made simple by using the latest flow techniques.

When the customer enters the centre he or she will be greeted by the hostess and given an ergonomically designed trolley.

The centres will be open from 8.30 a.m. to 9 p.m. on Mondays, Wednesdays and Thursdays, 6 p.m. on Tuesdays and Fridays and from 8.30 a.m. until 12 noon on Saturdays, with modified times to meet local conditions.

Irish news

Pharmacy damage during march

Three Dublin pharmacies were damaged during incidents arising out of the recent trouble in the North.

In Clare Street the display windows of Prices' Pharmacy Ltd. and of the pharmacy of Mr J. V. McKeever were smashed as crowds marched in protest to the British Embassy in nearby Merrion Square. Cameras and other valuable articles were taken from the windows.

In O'Connell Street, the window in the pharmacy of Hamilton Long and Co Ltd was broken, and a man was later sentenced to three months imprisonment in connection with the incident.

Limerick congress arrangements

Theme of this year's Irish Pharmaceutical Congress, being held in Limerick October 5-8 is "Pharmacy—Health Services—Seventies." Arrangements for the Congress are well advanced by the Limerick Pharmacists' Association. More than 300 delegates from all branches of medicine are expected to attend.

The opening ceremony will be performed by the Mayor of Limerick, Ald. Stephen Coughlan, and will be followed by a reception. In the three subsequent days academic and social programmes will be discreetly balanced, an attractive series of lectures, talks, symposia and

sight-seeing tours being laid on as well as golf and photographic competitions.

Lectures will include papers by eminent speakers on drug addiction, drug allergies, artificial infant feeding and the role of the pharmacist in the National Health Service. Numerous bookings have been received from cross-Channel delegates.

Congress concludes with a gala banquet in the Royal George hotel on October 8.

Different firm

Mr Michael Martin, managing director, Prices' Pharmacy Ltd., Clare Street, Dublin, wishes it to be known that the firm has no connection with the firm which previously owned the pharmacy—Prices' Medical Hall—which has been wound up.

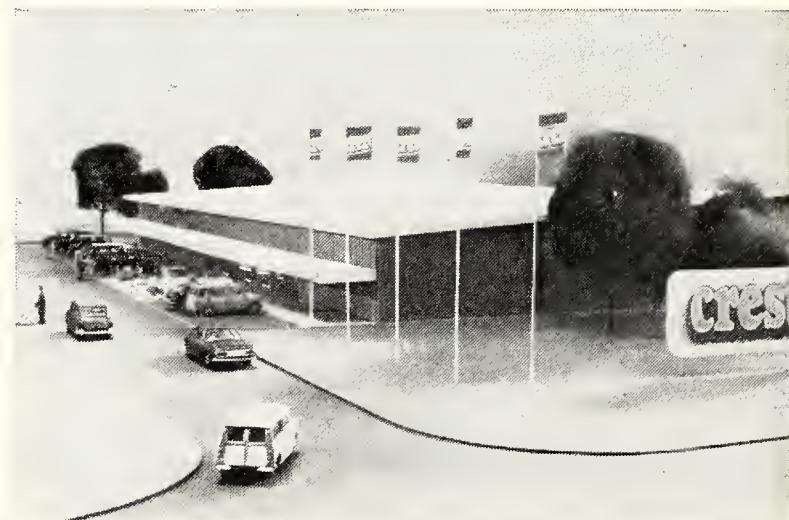
Ulster report

Council members retiring but standing again

The following members of Council of the Pharmaceutical Society of Northern Ireland retire by rotation in 1969: Pharmaceutical chemist representatives, Messrs N. A. J. Anderson, W. H. Boyd, H. W. Gamble, J. Gordon, A. T. Hardy, W. T. Hunter.

Registered druggist representative, M. R. D. Duke.

All have offered themselves for re-election. Nominations for a seat on the Council should be lodged with the secretary at 73 University Street, Belfast BT7 IHL, not later than noon on September 15.



A Crest cash and carry centre model shows how it will appear to the customer. To the right is a large illuminated Crest sign as well as five flagpoles displaying the Crest motif. A large car park is available in addition to the parking spaces shown in front of the building.

Pharmacist struck off after drug offences

One pharmacist's name was ordered to be removed from the Register by the Statutory Committee during its meeting on August 20, when nine cases were considered.

He was Geoffrey Frederick Thomas who had been convicted of unlawfully possessing methylamphetamine hydrochloride and fined £75 by Portsmouth magistrates on June 9.

At the same time he was also fined £50 for making false entries involving 200 Methedrine tablets in a prescription book when employed by Portsea Island Co-operative Chemists Ltd.

A police officer told the Committee that he interviewed Mr Thomas when 16,000 methylamphetamine hydrochloride tablets were found to have been supplied from a single distributor during the period July 1967 to September 1968 to the pharmacy where Mr Thomas was employed.

Mr Thomas later told him that he was in a motor crash a few years ago and broke his nose. He then used Benzedrine inhalers to "clear his nose," but when they were banned he had to find something else. He therefore bought 50 Methedrine tablets from stock, crushed them, added water and ether and put the residue in a nasal inhaler.

When asked if he would like to say anything to the Committee Mr Thomas said he did use "every scrap" of the Methedrine in nasal inhalers and that he used about 100 tablets at a time.

Sir Benjamin Ormerod, chairman: How many times did you use a hundred?

Mr Thomas: Once or twice a week. It is a very wasteful process, and the amount of Methedrine base I got from it was extremely small.

Mr Thomas also emphasised that there was no question of his trafficking in the tablets.

Chairman: Why did you make these false entries in the prescription book?

Mr Thomas: That is something I cannot remember. I cannot say why I should have made them, because they did not account for them all.

Chairman: You had to account for these Methedrine tablets which you had used, and the best way to account

for them would be by prescription; is that right?

Mr Thomas: It would have been if they had all been accounted for, but those three prescriptions did not account for more than a few hundred.

Chairman: You were using Methedrine tablets from your pharmacy.

Mr Thomas: Yes.

Chairman: And they had to be accounted for. You cannot use a thousand tablets of Methedrine without it being noticed; their absence has to be explained.

Mr Thomas: No, not exactly. I used to buy them at the full retail price.

Chairman: They disappeared from the stock.

Mr Thomas: There was no record of them.

Chairman: If that is true, why did you make these false entries in the prescription book?

Mr Thomas: That is something I do not understand myself.

After the Committee had conferred, **Sir Benjamin** told Mr Thomas:

"The committee have considered this matter very carefully, and with some reluctance they have come to the conclusion that they have no alternative but to remove your name from the Register, and that will be done."

After hearing another case the Committee decided to admonish the pharmacist concerned. He had pleaded guilty and was convicted of selling poisons, the sales not being effected under the supervision of a registered pharmaceutical chemist.

Sir Benjamin: I do have testimonials from a number of professional and other persons which I do not propose to hand in. They say that he has carried on the business of pharmacy without complaint for that period.

Chairman: I don't think the committee are generally affected very much by them, because they say the sort of thing one expects them to say, and if they did not say that you would not put them in.

The chairman added: The committee has no doubt that these offences were committed, and of course they are a breach. The committee is satisfied that when these various

drugs were sold, they were sold when you were not there.

Therefore they could not have been sold by you, nor were they sold under your supervision. But we are not going to order that your name be removed from the Register this time.

But I must warn you that if anything like this happens again, you won't have much chance of mercy being shown to you.

We are going to admonish you. Provided that you carry on and behave properly as a pharmacist should, you will hear no more about this. If you depart from the high standard expected, you will hear a lot, and you will find that you are not a pharmacist any more.

The Committee also considered information concerning a pharmacist and a corporate body. The pharmacist had not paid the statutory registration fees and sales of poisons had been effected when the premises were not registered.

Mr St John Howe (solicitor) explained that offences had

Society had instituted the prosecution but that it was the only method to formally secure compliance with the Acts.

Chairman: When do the next subscriptions fall due?

Mr Howe: Subscriptions become due in January. I do not think names are removed until June for non-payment. He receives several warnings, at least three, before his name is removed, and if he does not communicate or send anything at all, his name is removed by the order of Council.

Chairman: The committee thinks that this case should be adjourned until August of next year. If he does not pay his dues in the meantime, the case will be reinstated and dealt with. The secretary will write to him and warn him of the dire consequences of failure to pay.

If he goes on behaving in this stupid way, he has only himself to blame if he is struck off the Register.

During the hearing of a case the pharmacist raised a question of procedure and the chairman suggested that if the pharmacist wanted to have the matter properly argued the case should be adjourned to enable him to be represented.

The pharmacist agreed and the case was adjourned to the next Committee meeting. In three other cases the Committee decided to take no further action.

During another case the pharmacist concerned told the committee that he had been a "stupid fool."

The Committee were inquiring into a report that at Uxbridge magistrates' court, he had pleaded guilty to, and was convicted of possessing seven Durophet capsules and one Dexedrine tablet without being duly authorised.

For the offence he was given a conditional discharge for twelve months.

A police officer said a call was received from a woman who was living with the pharmacist; he admitted that he supplied the capsules to her.

It was mentioned in court that she had pestered him to obtain these drugs, and he had succumbed to the temptation to obtain them.

Giving the Committee's decision, **Sir Benjamin** said to the pharmacist: "You have got a conditional discharge for twelve months from February 1969, so we will adjourn this case until the next meeting after that period has expired, that is after February 1970.



Mr St John Howe

NEWS IN BRIEF

- The general index of retail prices in July was 132.1 (January 1962 = 100), the same figure as in June.
- Plaques commemorating the naming after pharmacists of three streets in Beaumont Road housing estate, London SW 19 will be unveiled on September 16.
- Revision of prices in the Scottish Drug Tariff for September affect 24 items in the drugs and preparation section, 14 in the dressings and 3 in the appliances sections.
- Nine London pharmacies were closed in July, with only one new premises opening. In the rest of England, 28 closed and 14 opened; in Wales two closed, and in Scotland one closed.
- Applications and use of a new insulin immunoassay kit are described in technical bulletin 69/4 issued by the Radiochemical Centre, Amersham, Bucks, recently.
- Beatrice Foods Co, Chicago, has acquired an important minority shareholding in the Dutch company Ten Doeschate N.V. of Zwolle. Ten Doeschate produces and sells pharmaceutical products and spices, having a turnover of 25 million fl in 1968.
- The story of the 40-year-old Italian pharmaceutical manufacturing house of Farmitalia is unfolded in a new book containing almost 100 illustrations in colour. Part of the Montecatini Edison group, one of the world's largest chemical manufacturers, Farmitalia actively pursues fundamental research in its own institutes and laboratories and in association with workers in universities. The British offshoot is Pharmitalia (UK) Ltd.
- A below-average incidence of liver fluke disease is expected during the coming autumn and winter in all areas of England and Wales except the extreme south-east of England, where incidence is expected to be near average. The Ministry of Agriculture Fisheries and Food recommends that ewes at risk in the southern half of England and in Wales, particularly those which have not been dosed since lambing, should be dosed at the end of September. In the northern half of England the dose should be given in late October; a second dose should be given in December or January where lambing permits, and again after lambing.

SPORT

Golf

South London and Surrey Pharmacists' Golfing Society, Croham Hurst Golf Club, August 13.
 1, (John Widocks Memorial trophy), F. Jamieson (11), 65 points; 2, (Banstead bowl), P. Power (14), 40 points; 3, K. Piddington (17), 38 points; 17 and under handicap prize, A. Reary (a), 36 points; 18 and over handicap prize, H. V. Powell (18), 36 points. Special prize, G. A. Perks (12), 33 points. Best score on first nine holes, G. G. Watt (18), 18 points; on second nine, A. Wilson (18), 21 points. Visitors prizes: 1, D. Crowder (5), 38 points; 2, G. Rollason (22), 35 points.

The Krayser column

Other times, other manners

It is something of a curiosity that the same issue of the *Chemist and Druggist* that carries an instructive article by Mr A. W. Patterson on the subject of computerised stock control should also publish letters from two correspondents complaining of some of the problems nowadays of ordering goods from manufacturers and wholesalers. Admittedly the scientific world that Mr Patterson refers to has not yet been fully realised in pharmacy, so that it would be wrong to attribute all the errors mentioned in your correspondents' complaints to the computer.

Yet I am old enough to remember a time when invoices were typewritten, and prices and extensions were done by hand; when the monthly statement was entirely handwritten—and there was never an error in figuring or addition; when on payment of the said statement a receipt was sent by return of post, and the keeping of records of all such transactions was simplicity itself. I must emphasise that that claim is not made on the basis of looking backward through a sentimental haze—it is the truth.

Some of the invoices nowadays resemble in size an ordnance survey map. They cannot be examined at an ordinary desk, and few pharmacies have sufficient wall space to allow of their being pinned up for close study. And study it has to be, for it frequently is found to be necessary to "break the code" before one is able to reconcile the contents of the parcel with the complicated mass of detail on the invoice itself. I have seen strong men, who could dash off involved structural formulae with the greatest nonchalance, blench at the sight of such a document and admit defeat.

Errors and omissions accepted

That is, of course, only one of the trials referred to by last week's correspondents.

There are mistakes in the execution of the order. There are errors in pricing and extension. There is endless frustration in the attempt to have such mistakes rectified. Letters of complaint go unacknowledged. Orders go off by post and the weeks go by, and there is no indication that "our esteemed order has been received and is having attention." There have even been occasions when "our representative" has called, after an interval of six weeks, soliciting further business before the last order has been executed by his company.

So many are the grounds for complaint that one has almost come to accept. "Still very resigned" states that three out of ten articles sent are wrong and two or more are marked to follow or cannot be supplied.

My most memorable experience concerned an order to the local wholesaler for five items. The vanman called, left a box on the floor, and departed. In the box was a typewritten sheet detailing the five items and indicating inability to supply any one of them. I have no doubt that the wholesaler has his problems, but life in the retail is not always a bed of roses—or perhaps it is.

Parliament and the pharmacist

I feel sure that the article on parliamentary procedure by Mr Laurie Pavitt, MP, will have added enormously to pharmaceutical appreciation of the life of a Member of Parliament. His advice in regard to handwritten letters from those desirous of making an impression is eminently sound, as is his recommendation to see the member in person when at all possible.

As Mr Pavitt says, it is of value for the overworked MP to know where to find the nearest chemist. As all 630 members are under strain and stress, all must at some time visit the pharmacy. Cultivation of such acquaintance may at some time be found to be of immense value. Who is Mr Crossman's chemist?

COMPANY NEWS

Kodak sales reached £68 million in 1968

Sales by Kodak Ltd and its subsidiaries increased to £68m in 1968 and net profits after taxes reached £8.3 million (£6.3m. in 1967).

Mr. N. A. Brick, chairman and managing director, in a report to employees describes the performance as "very satisfactory" but warns that the going in 1969 "has been tough and (that) the 1968 growth in sales will certainly not be repeated." He adds that during 1968 export sales totalled £16.7m. and research and development expenditure increased by £420,000 to £2.3m.

A dividend of £2.8m. was remitted to the Eastman Kodak Co and £5.4m. was retained for use in the business. The latter was completely absorbed by increases in inventory and the capital expenditure necessary for the future.

Aspro merger talks

Aspro-Nicholas Ltd and Nicholas Australia Pty are considering merging the two groups.

It is envisaged that this will be achieved by the issue of 190 new Ordinary shares of Nicholas Australia in exchange for every 100 of the issued Ordinary units of Aspro-Nicholas.

The Australian company is controlled by the Nicholas family who also have a major stake in Aspro-Nicholas of which Mr. M. A. Nicholas (an Australian) is chairman.

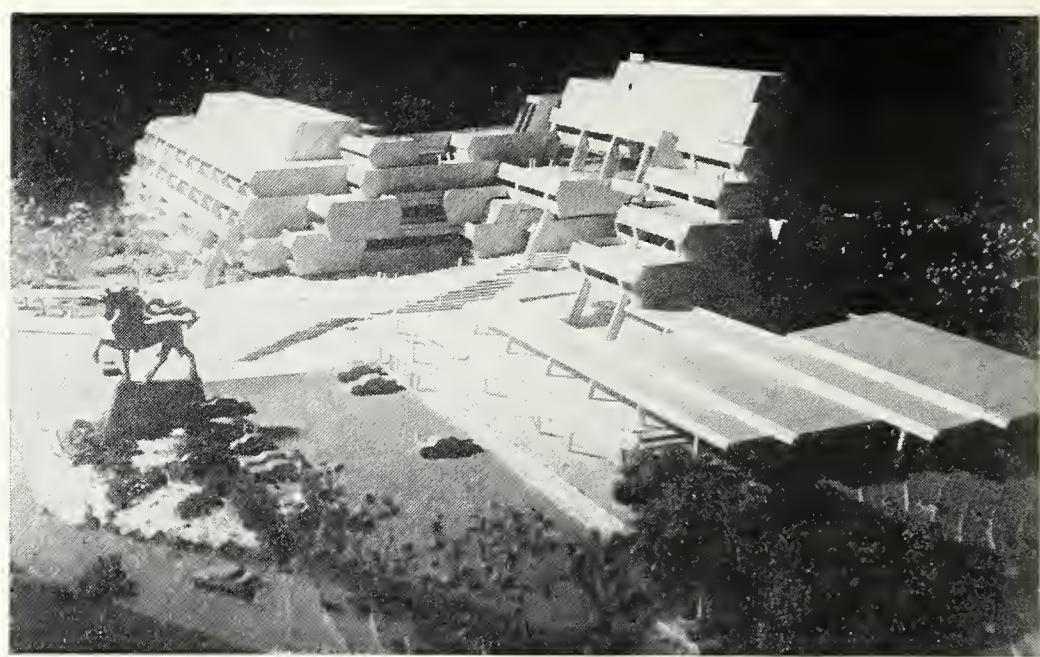
The merger would require approval under the exchange control regulations of the United Kingdom and Australia.

New US headquarters

Plans for the new headquarters and research laboratories of Burroughs Wellcome & Co. (USA) were revealed on August 21 at a ground-breaking ceremony on the company's new 66-acre site in the Research Triangle Park at Raleigh, North Carolina.

The £4-million project will provide accommodation for more than 450 people, 300 of whom will be engaged in research. It will be ready for occupation in September 1970.

The building will be situated at the apex of a ridge 350 ft above sea level. The base will follow the contours of the land and the main entrance will be approached by walking up a gently ascending flight of stairs, leading on to a spacious terrace. Research will occupy some two-thirds of the building, to the left of the



Model of the new headquarters and research laboratories of Burroughs Wellcome & Co. (USA) Inc., a subsidiary of Wellcome Foundation Ltd. On the left is a statue of the Wellcome unicorn symbol, whose actual height will be 50 ft

main entrance; the administrative offices will be to the right. Connecting the two will be the building's services, which will include a library information centre and a 208-seat auditorium.

A new 600,000-sq ft factory is already under construction in Greenville, North Carolina and is scheduled to start production next summer. It will employ approximately 600 people.

Unilever profits fall

Combined sales by Unilever Ltd and Unilever NV in the second half of the year rose to £1,245m (from £1,113 in the same 1968 period) but the profit, before tax fell by nearly £10m to £80.3m mainly as a result of heavy investment in introducing new detergent products.

Benefits from the investment should start to be reflected in the second half making prospects for 1970 "encouraging." From sales of £292m Unilever Ltd made a pre-tax profit of £15.1m in the first half.

Photo' profits down

Dixons Photographic Ltd report a fall from £367,560 to £236,982 in group pre-tax profit for the year ended April 26, but the dividend is held at 20 per cent, with a final of 11 per cent.

The directors state that difficult trading conditions were faced in the second half which substantially reduced profits of retail and industrial sales divisions.

However, they report that group profits for the first quarter of the current year are ahead of the same period in 1968-69.

Roussel in Canada

Two management teams from Roussel Laboratories' Wembley Park headquarters will be visiting Canada in September to train the 14 new Roussel medical representatives who are being employed as a result of the company's decision to expand its activities in that country.

Until now, Roussel (Canada) Ltd —

which is a subsidiary of the British company — has looked after its own marketing and distribution in Quebec, but has left the rest of the country to agents. The agency agreement is now being ended and a Roussel sales force will cover the entire country, with special emphasis in the initial stages on Ontario.

First of the London men to go to Canada for the training programme will be Mr John Green, company training officer, and Dr Louis Hughes, of the medical services department.

They will be followed later in the month by three of the British company's area managers — Roger Evans, Alan Greening and Colin Allen — who will undertake the new representatives' field training, assisting the regional manager in Ontario, Mr Ian Stables, who went to Canada from the UK recently.

Lewis & Peat progress

Lewis & Peat Ltd expect to maintain the rate of progress achieved over the last few years, says the chairman (Mr H. Kissin). Attention is constantly devoted to further organic expansion of the business. Profits in the current year are well ahead of the same period in 1968, he adds.

Weston deal completed

Stanley Weston Group Ltd have completed acquisition of the whole of the equity share capital and £5,243 six per cent cumulative Preference stock of Lewis & Burrows Ltd (see C&D, August 16, p 139.)

Messrs. Ralph Weston, Stanley Willoughby and Brian McElroy have been appointed to the board of Lewis & Burrows and Messrs. J. M. Sterling, P. H. Gimson, B. Firman and R. J. Low have retired.

Orridge & Co report that they were the successful introducing agents of the transaction which resulted in the sale of Lewis & Burrows.

Business briefly

Carlton Industries Ltd, the proposed new trading title of Sanitas Trust Ltd (*C&D*, August 9, p 115), has now been adopted.

Mr M. L. Richardson, MPS, has acquired the business of W. L. Moseley, MPS, 351 Warwick Road, Solihull, Warwickshire.

Mr G. E. Conduit, MPS, is transferring to 465 Clay Hill Road, Vange, Basildon, Essex (from 66 High Road), on September 2.

Hinksman & Forrest Ltd, 17 High Street, Carlisle, Lanarks, has been sold to Cockburn & Co Ltd, 135 Kerr Street, Glasgow, SE, with effect from September 1.

Crookes Laboratories Ltd, Basingstoke, Hants, now under a new managing director, Mr Frank P. Eatch, and henceforth a marketing company dealing only with pharmaceuticals for human needs, have made an agreement with Basingstoke Pharmaceuticals Ltd, another company in the Guinness group, to warehouse and distribute the Crookes products.

NPU Holdings Ltd have postponed the fourth annual meeting of shareholders to 4 pm on October 28. It has not been possible to prepare the accounts (which will include NPU Marketing Ltd for the first time) in time to give the statutory 21 days' notice prior to the previously announced date.

F. L. Cox & Co, have purchased additional premises at Overley Works, Wellington, Shropshire. The site area is seven acres, with extensive facilities for packing and formulating to customers' requirements.

The London works at Moon Street, W 1, will be carrying on manufacture of the smaller items, and will act as London distribution depot and sales office.

Milliwatt Engineering Ltd have taken over the electric blanket manufacturing business formerly carried on by Milliwatt Ltd at 44 Princess Road, London NW 1, premises which are now closed down.

Milliwatt Engineering Ltd will be under the direction of Mr V. R. Summers FRSA, who was managing director of the former company, and operations are being carried on in temporary premises at 22b The Broadway, Mill Hill, London NW 7 (telephone: 01-959 2283). Manufacture of Royalty electric blankets and servicing of regular Milliwatt products are being undertaken now at that address.

Appointments

Wilkinson Sword (International) Ltd have appointed Mr F. T. Meacock a director of the company and also its director of public relations.

Kimberly-Clark Ltd have appointed Mr A. F. Stenning to fill the newly created position of sales administration manager to their consumer division.



Mr D. L. Barnes who has taken up his position as sales manager of NPU Marketing Ltd (see *C&D* August 23, p 155)

Deaths

Capps: On August 17, Mr Robert Sidney Francis Capps, MPS, Kings Walk, Malmesbury, Wilts, aged 63. Mr Capps qualified in 1929.

Hughes: Recently Mr John Basil Hughes, MPS, 43 Rookwood Close, Llandaff, Cardiff, Glam. Mr Hughes qualified in 1919.

Deehan: Suddenly on August 17 at Ardglass, co. Down, James Edward Deehan, MPSNI, 4 Eileen Gardens, Windsor Park, Belfast. Mr Deehan served his apprenticeship with Mr G. V. Duffy, MPSNI, Ferryquay Street, Londonderry, and qualified in 1950. He commenced business at 80 Newtownards Road, Belfast, and in 1959, he opened a pharmacy at Glassillan Court, Greenisland, co. Antrim, in partnership with his wife, Mrs

Bridget Deehan, MPSNI, who carries on a pharmacy at 150 Grosvenor Road, Belfast. Mr Deehan is survived by his wife, son and daughter, sister and two brothers, Rev Joseph Deehan, OMI, and Mr J. N. Deehan, MPSNI, 86 Albertbridge Road, Belfast.

New companies

PC = Private Company RO = Registered Office

Albion Chemicals Ltd (PC)—Capital £1,000. Manufacturers of and dealers in chemicals, etc. Directors: Leonard H. Monk, Gordon A. Osbourn. RO: 7 Lincoln's Inn, London WC2.

D. & S. Drugstores Ltd (PC)—Capital £500. Chemists, etc. Subscribers: Adrian A. Marks, 45 Hornton Street, Kensington, London W8, Alan Mays, 17 Elmscroft Avenue, London NW11.

Pharmacy & Professional Services Ltd (PC)—Capital £100. Chemical services, etc. Subscribers: S. H. Davies and D. Ordish, 1-3 Leonard Street, London EC2. RO: 202 Bishopsgate, London EC2.

Technical Dental Developments (London) Ltd (PC)—Capital £100. Research chemists, consultants, chemical engineers, etc. Subscribers: L. H. Lewis and F. A. Dean, 12 Norfolk Street, London WC2. RO: 45 Doughty Street, London WC1.

Weight Watchers (Food Products) Ltd (PC)—Capital £104. Manufacturers of and dealers in health, vegetarian and other foods, etc. Directors: Richard C. W. Weston, Bernice Weston, 4 Buckleuch Road, Datchet, Berks. Secretary: B. Weston. **Clinique Laboratories Ltd** (PC)—capital £100. Importers, exporters and makers of cosmetics, toiletries. Subscribers: W. J. Sykes and M. Palmer. Solicitors: Baker and McKenzie, Crompton House, Aldwych, London WC2.

Donald Cook (Yorkshire) Ltd (PC)—capital £100. Maker of and dealers in industrial chemicals etc. Directors: Charles D. Cook, Charles M. Cook. RO: Escourt Road, Darrington, Yorks.

Hawkins Clinical Supplies Ltd (PC)—capital £100. Makers of pharmaceutical products. Director: Ian F. M. Hamilton. RO: 54 Welbeck Street, London W 1.

Gateway Pharmaceuticals Ltd (PC)—capital £100. Merchants and dealers in pharmaceutical products etc. Subscribers: R. C. Keen and D. H. Hodgeson, 7 Fetter Lane, London EC 4.



Visiting Wella (Great Britain) Ltd's headquarters at Basingstoke recently was Mr Erhardt Ströher, grandson of the founder and principal shareholder of Wella International. Wella's history can be traced to the early 1880s, when Mr Erhardt Ströher's grandfather made his reputation as a manufacturer. Mr Ströher is shown (left) with Mrs Ströher and the directors of Wella (Great Britain) Ltd—Messrs O. H. Graulich, P. Claughton and D. F. Wilson

PROFESSIONAL NEWS

The problems of testing for carcinogenicity

The problem of evaluating the carcinogenic hazard of drugs is discussed in a recent report by a scientific group of the World Health Organisation.

The group found it necessary to draw a distinction between drugs in general use and those not yet on the market. They suggest that a meeting of experts should be convened to consider the problem of which of the many drugs already on the market that have not yet been evaluated for carcinogenicity should be tested and who should conduct the tests. A register of such drugs should be compiled.

The report emphasises that the conditions of intended use for a drug must be clearly defined and the assessment of the carcinogenic hazard should take into account the recommended uses for it. Confident prediction of carcinogenicity or non-carcinogenicity is not possible on the basis of chemical structure or biological activity.

Priority for testing

Some principles for deciding on the priority to be given to testing a given drug are discussed. During the four stages in development and introduction of a new drug the animal studies, initial studies in man, therapeutic trials and surveillance after marketing some drugs should be tested at the first stage and others during later stages.

Drugs chemically related to or having similar biological effects to known carcinogens would be tested at the first stage, drugs likely to be administered for a long time or to certain types of patient should be tested during clinical trials if that has not already been done.

Methods of testing are reviewed and the group recommend that attempts should be made to improve methods for comparative study of metabolism of drugs in animals and man.

They felt that a non-rodent mammal is urgently required for general toxicity testing. It would also be desirable to develop quicker and cheaper methods of testing than those in current use.

Use of computer techniques should be extended in carcinogenicity studies. Among other recommendations is the investigation of the possible carcinogenicity of agents and devices used for prosthetic or contraceptive purposes.

The group favour the promotion and co-ordination by national bodies of prospective epidemiological studies in man on certain drugs particularly hormonal contraceptives.

(Principles for the Testing and Evaluation of Drugs for Carcinogenicity. W.H.O. Technical Report Series No. 426. HM Stationery Office price 4s).

Guild reception for congress visitors

The Guild of Public Pharmacists are holding a reception for overseas hospital pharmacists in Britain for the International Congress of Pharmaceutical Sciences.

The reception is being held in the Great Hall of St Bartholomew's Hospital, London EC 1, at 7 p.m. on September 10.

British hospital pharmacists who wish to attend should inform Miss E. E. James, Pharmacy, Epsom District Hospital, Dorking Road, Epsom, Surrey, sending 10s for expenses by September 4.

Visiting hospital pharmacists should receive an invitation with their other congress documents. Any who do not are invited to ask Miss James for one.

Legal report

Society's chemist sign case dismissed

A prosecution by the Pharmaceutical Society against a Shoreditch shopowner failed at Old Street, London, Magistrates' court on August 22.

"I can well understand the reasons for bringing the prosecution," said the magistrate, "but I am not satisfied here that the prosecution has made out its case in the way in which this most over-governed of countries requires a prosecution to be proved. It is for this reason that this summons is dismissed."

Harry Weeks, 106 Weymouth Terrace, London E2, not being registered as a pharmaceutical chemist, had been accused of taking and using the title 'chemist' in connection with the sale of goods by retail.

Pleading not guilty, Mr Weeks said that the title appeared on a sign displayed in his shop window.

The Pharmaceutical Society's inspector who had taken out the summons, showed photographs he had taken for the purpose of evidence.

The inspector said he bought an 8d packet of Anadin tablets from a lady assistant. After identifying himself, he asked if he could speak to the shopowner and, as the result of what she said, he saw Mr Weeks in the barber shop next door.

Mr Weeks agreed that he was the owner of the drug store at 106 Weymouth Terrace and invited witness to return to it.

"I explained the 1954 Act, Section 19, to him and said it appeared to be an illegal notice," continued the inspector. "He then said that in his lease he was allowed to sell chemists' sundries and he had put the notice up two weeks ago."

Mr Weeks would not remove the notice from the window until he had been

given enough proof that the word 'chemist' was illegal. When told that the matter might go to court, he said "All right." Witness told him that the notice implied that he was a chemist but he kept repeating that the notice said, "Chemist sundries."

The defendant, who conducted his own case, asked the inspector: "When did I say it was a drug store?"

"You didn't say," replied the inspector. "It's a description of the kind of shop."

Defendant held up a cardboard notice in court and the inspector said it appeared to be the one in question.

While in the witness box, Mr Weeks held up the notice, which read, "Wyn's Chemist Sundries." He commented that there were no inverted commas round the word chemist as on the summons. "They have taken one word out of a sentence and charged me on one word."

The Anadins that had been purchased by the inspector could be bought anywhere—at tobacconists and confectioners. He did not call himself a chemist. People knew him as a hairdresser. The assistant was not a chemist; everybody knew that.

Mr St John Howe (prosecuting solicitor): "Can you explain why the word 'chemist' was given prominence?"

Defendant: "Because it's chemist's sundries."

"Why are not the words given equal prominence?"—"Anybody can see and read them."

Prosecuting solicitor submitted that a retail sale had been proven and the use of the title "chemist" had been established, even though it was in a phrase. The public might well have been misled.

The magistrate said the onus was on the prosecution to bring the matter home beyond reasonable doubt. He saw the point that was being made by the prosecution that the most prominent part of the notice was that part which gave ventilation to the word "chemist."

At the same time one could not look at it as though it were the situation that sometimes arose when "unpleasant" insurers of motor vehicles put the operative part of the policy in the smallest possible print.

"Looking at that advertisement, from my point of view at any rate, I would be quite satisfied that it was a notice indicating that chemists' sundries were available and kept for sale at that place. When one looks at the photograph one sees the sort of thing around that notice of which the notice speaks."

Stole amphetamine

A 16-year-old youth told Carlisle juvenile court on August 13 that he had spent four days in hospital after taking 10 "pep" pills.

The youth admitted stealing 1,000 amphetamine tablets from a pharmacy in the city. He was fined £25. In a statement read by a police inspector he said he had stolen the pills in a midnight burglary on the shop, and taken them to school the next day. He then hid them school the next day. Later he gave some to friends to sell, and kept about half to take himself.

COMMENT COMMENT COMMENT COMMENT COMMENT

A 'sop' to the nationalisers

It is difficult to see what the British public would gain if the suggestions in *Labour's Economic Strategy* for government participation in the pharmaceutical industry (see p 175) were eventually implemented. At the outset it seems to us that the choice of the drug industry by the Labour Party's Executive Committee as a possibility for State participation is nothing more than a "sop" for a small, albeit a noisy, section of their party.

The reasons given for the participation are scarcely based on facts. For instance, the industry is accused of failing to share its new wealth over the past 22 years. Yet over that period the price index for around 1,200 major prescription medicines has consistently fallen. What other industry, particularly what nationalised industry, has done that? Surely the State also participates directly in the profits of the pharmaceutical industry to the tune of 45 per cent through corporation tax and indirectly from income tax on retained profits. Nothing is said about the industry's exports, which are worth almost as much as the goods supplied to the National Health Service.

An unacceptable restriction

One of the proposals made by the Committee is that the manufacture of standard drugs could be carried out by a State factory or by a company in which the State was a partner. Little if any saving could be gained by such a move because branded items now make up 70 per cent of the purchases. Would doctors be restricted to prescribing only the products of the controlled company? They are unlikely to agree to such restrictions. In the same week as *Labour's Economic Strategy* appeared the Organisation for Economic Co-operation Development by coincidence reported (p 174) upon gaps in the technology of the pharmaceutical industry in member countries. Discussing the attitude of State-controlled health systems towards drug prices the Organisation's report said, 'Whilst such a system is necessarily anxious to avoid unnecessary expense, it must be recognised on the sum paid for drugs forms the financial basis for almost all pharmaceutical research in Western society.'

On patents, usually another hobby-horse of the pro-nationalisers (but not aired this time in the Labour Party report) the OECD concludes 'Inadequate patent production in any country can form a major obstacle to drug research, as is shown by experience in Italy.'

The Society loses a case

In exercising its vigilance to safeguard the Statutory titles of pharmacists the Pharmaceutical Society has had a severe setback.

For the first time, so far as we can recall, it has failed to secure a conviction against a non-pharmacist for a misuse of the title CHEMIST (see p 180).

In many similar prosecutions on previous occasions the outcome has not been in doubt, and perhaps the mistake has been to take too much for granted.

Usually the defendant has been represented by a solicitor and usually it is held to be more judicious and a greater guarantee of success in a court of law to use a professional advocate than to present one's own case.

In the present case the accused, a hairdresser, chose to speak on his own behalf, and, against the general trend, may have gained advantage by doing so.

At all events he seems to have displayed in court, with dramatic effect, the sign complained of, and to have pointed out that the word chemist was not in quotation marks, as it was in the charge brought against him.

The magistrate admitted that the statute was a specific safeguard to the pharmacist of certain titles, but expressed his opinion that the Society had not established in its evidence that the defendant was using the word 'chemist' in any way that would lead a customer to suppose the trader was holding himself out to have a pharmaceutical qualification. He implied that, with a little more effort, the Society's solicitor could have obtained and used evidence to show that the Act was being infringed in that way, in which event his finding might have been different.

It is very evident that the Society must do more homework on such cases in future, or pharmacists may find the verdict the thin end of the wedge driven into their statutory protection.

BUSINESS Q & A

I am thinking of buying a pharmacy, but if I do I shall have to borrow quite a large sum of money. If I have to pay interest will I be able to claim any tax relief?

If you buy shares in a private company in which you are going to work the greater part of your time, or if you buy a partnership in a business in which you are proposing to work, you will be able to claim relief in respect of any interest payments. If, however, the business you buy is not a

company and not a partnership, that is if you are going to be a sole trader, you will not be able to claim a parallel relief.

I understand that interest on a loan raised to pay for repairs to property will not now be allowable against income tax. Does that apply to my pharmacy please? I had to borrow quite a large sum recently to have some essential structural repairs carried out.

Although in general such interest payments will not now be allowable, if they are business expenses they will continue to be deductible in computing business profits. Thus you should continue to enjoy relief for interest payments.

Can you suggest a suitable formula for an antiseptic wash for cattle and pigs?

We suggest that you may find the following formula suitable for your purpose.

	per cent
Solution of chloroxylenol	5
Pine oil or turpentine	10
Paraffin oil	3
Sodium lauryl sulphate	5
Soft soap	10
Aqua ad.	100

The solution should be shaken and diluted at the rate of one ounce to one gallon of water before use.

FROM APOTHECARY TO PHARMACIST

by T. D. Whittet BSc PhD FPS FRIC DBA



SPAIN

The Codex of Siete Partidos (Castille 1263) decrees the death penalty for *boticarios* who should cause death by giving scammony or other powerful medicines without the order of a physician, and for *fisicos* (physicians), *especieros* (spicers) and others who sold faulty herbs and poisons. At that period the fisicos, boticarios and especieros all sold drugs, and the words boticario and especiero were often confused with the physicians. Some consider that, before the 13th century, the word boticario did not unequivocally mean a preparer of medicines.

In the next century are several reports of monks entitled *apotecarios*. Some writers believe that the name *apothecarius* was also used to designate persons other than those who practised the healing arts.

After the Arab domination, several monks in Spain undoubtedly practised medicine and pharmacy, and Folch's book includes a picture of the pharmacy of a monastery of San Galo (AD 820), showing a place for storing medicine (*armarium pigmentorum*) and a herb garden attached to the infirmary. A ninth-century decree prohibiting the practice of medicine by the clergy was apparently ignored. The Tavora Hospital of Toledo, founded as a convent in 1541, includes a well preserved pharmacy that has been unchanged for several hundred years.

Folch states that undoubtedly in the 13th century there appeared in pharmacy a number of apothecaries to whom the denomination *farmaceutico* distinctively was applied. In the 14th century, he states, Pedro the Ceremonious gave the titles *Collegium Apothecariorum* (Spanish: *Collegio de Boticarios*) to the *denominacion de candelers e tenders e cspriagers*. The College eventually became the *Real Academia de Farmacia de Barcelona*.

The Madrid Guild was founded in 1589 as the *Congregacion de los Boticarios de*



Madrid (Brotherhood of the Apothecaries of Madrid), a brief history of which was published in the *Chemist and Druggist* (1955). In 1732 it was converted by Royal Decree of Phillip V into the *Rcal Colegio de Farmaceuticos* (Royal College of Pharmacists). The College was responsible for the first Madrid Pharmacopoeia and for the foundation of a pharmacy faculty, which eventually became incorporated into the *Rreal Academia de Farmacia de Espana*. Similar organisations were founded in several other cities.

In some provinces pharmacy was governed by a body known as the *protomedico*, a tribunal with authority to examine, among others, physicians, surgeons, spicers and herbalists. It also had the authority to visit pharmacies and inspect drugs.

In 1650 Phillip IV issued a decree declaring pharmacy to be a scientific art equal to medicine. A *Tribunal del Protomedicato* (College of the King's Physician) was given powers formerly possessed by the local colleges or associations. In 1780 Charles III ordered that the professions of medicine, pharmacy and surgery should be separated and a *proto-farmaceuticato* (College of the King's Pharmacists), composed entirely of pharmacists, was given control of the profession. That arrangement lasted only until 1800, when the three professions were again united under the re-established *Tribunal del Protomedicato*. Under it was the *Junta Superior Gubernativa de Farmacia* (High Governing Board of Pharmacy) which governed pharmacy in all respects (Folch 1951). It became independent in 1801.

General Dr R. Roldon (personal communication) has told me that the degrees of Bachelor of Chemistry, Licentiate of Pharmacy and Doctor of Pharmacy were instituted in 1800. He regards that as the

time when the titles *boticario* and *botica* finally gave place to *farmaceutico* and *farmacia*. The titles were awarded by the Royal Colleges of Pharmacy, which were in fact colleges of pharmacy (i.e. teaching establishments as distinct from Guilds). The title of the first degree was changed to Bachelor of Pharmacy in 1804. The Royal Colleges were not, at first, incorporated in universities, but the titles awarded were considered as carrying the same prerogatives as those of the other major faculties, such as law and medicine. The Colleges became incorporated as Faculties of Pharmacy in 1845.

In 1839 the Boards of Pharmacy, Medicine and Surgery were replaced by the *Direccion General de Estudios*, with separate sections for each profession, and in the next year the *Junta Suprema de Sanidad* became responsible for control of pharmacy and that in 1841 created a sub-delegation for pharmacy.

In 1898 it was made obligatory, in order to practice the profession of pharmacy, to register in official associations (Colegios) of pharmacists, and in 1941 a General Council of Associations of Pharmacists was erected to co-ordinate their activities. The official body responsible for regulating pharmacy is now the *Inspeccion General de Farmacia* (Superintendency of Pharmacy) (Folch 1951).

Thus in Spain, as in France, titles derived from *apotheke*, though once widely used, have been almost entirely replaced by names derived from PHARMAKON, and the older names are seldom used, except in museums and literature.

Drug stores similar to those occasionally seen in Great Britain also exist in Spain. They are known as *drogueria*. They deal mainly with packed drugs, "patent" medicines and sundries.



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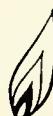
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Corrections and additions to
September Quarterly Price List**WEEKLY PRICE CHANGES AND NEW PRODUCT ADDITIONS**

Trade prices are given per dozen. Bold upright figures (2 9) in the retail column indicate the price is subject to retail price maintenance. Italic figures (2 9) are manufacturer's recommended price. Light upright figures (2 9) are a suggested guide.

A=Price Advanced. R=Price Reduced. ●=New entry. D=Delete. C=Correction. /=Insert.

	Trade	Tax	Retail	Key		Trade	Tax	Retail	Key		Trade	Tax	Retail	Key
Achromycin (746 Lederle)				D	airomatic spray R75	36	3ea	19	5ea	75	3			
ophthalmic oil suspension 6ml					refill R175	24	8ea	13	3ea	51	3			
Adaptoplast (339 CG)					Chasse Gardee (1469 PC) existing entry									
dressings, first aid M286	9	6	—	I 2	Chasse Gardee (1469 PC)	D								
Adaptopruif (339 CG)					Cologne	7028	16	10ea	9	0ea	35	0		
plaster lin×5yd M205	22	6	—	2 8		7029	27	8ea	14	10ea	57	6		
Agfa (16 AGL)						7030	48	1ea	25	10ea	100	0		
film black and white					perfume	7040	20	3ea	10	1ea	42	0		
Isopan 126 20 exp.	3	9ea	2	1ea		7042	24	4ea	13	1ea	50	6		
Isopan Ultra films	—	—	—	D		7044	31	3ea	16	9ea	65	0		
Isopan Record roll 120	—	—	—	D		7045	40	5ea	21	8ea	84	0		
Agfacolor (16 AGL)						7000	60	3ea	32	4ea	125	0		
negative film CN5						7001	86	9ea	46	6ea	180	0		
standard cassette						7728	24	1ea	12	1ea	50	0		
35mm 12exp	5	0ea	2	9ea		7729	40	5ea	21	8ea	84	0		
reversal film CT18						7730	60	8ea	32	6ea	126	0		
126 cartridge 20exp	15	1ea	4	11ea		Coeur Joie (936 PNR)	C							
Agfalu (16 AGL) existing entry				D	perfume	A90	26	7ea	14	3ea	55	3		
Agfalu (16 AGL)				I		A88	46	7ea	25	0ea	96	9		
flashgun KM	54	10ea	30	2ea	I 14	A31	74	0ea	39	8ea	153	6		
CK & CM	34	7ea	19	0ea	82	A12	89	1ea	47	9ea	185	0		
Agascop (16 AGL)					toilet water	A6	32	10ea	17	7ea	68	3		
viewer 10	48	4ea	26	7ea	I 100									
20	71	7ea	39	4ea	I 149									
Agatronic (16 AGL)					Corega (1178 Stafford)									
flashguns 160B	139	10ea	76	11ea	292									
160A	215	10ea	118	9ea	450									
Amplex (67 Ashe)					denture powder	18g	21	0	—	2	6			
Lady Amplex	45	0	24	1		48g	35	8	—	4	3			
April Violets (1355 Yardley)						100g	57	5	—	6	10			
perfumed Cologne 1984	73	0	40	2	I 12									
perfume	1991	79	0	43	6	I 13								
1992	—	—	—	D	Cremodiazine (837 M5D)	ts4B								
Aventyl (413 Lilly)					200ml	8	2ea	—	I 12	3				
liquid 450ml	13	2ea	—		16oz	—	—	—	D					
480ml	—	—	—	D	Dellipsoids (853 Mod kem)									
Bactrian (776 JML)					D5 rheumalgia	60	30	0	11	0	—	I		
cream 50g	24	0	—		D6 analgesic	100	40	0	14	8	—			
Bantrom (366 DR & A)					D16 bronchial†	100	50	0	17	6	—			
Bantron (149 Cuticura)					D17 asthm†	100	75	0	26	8	—			
Bauer (1017 Pullin)					D22 back & kidney	50	20	0	—	—				
electronic flash E.200						100	35	0	—	—				
Bond Street (1355 Yardley)						250	7	6ea	—	—				
crystallised Cologne						500	14	0ea	—	—				
2770	64	0	35	2		1000	26	6ea	—	—				
Bounce (967 Petfoods)					D13 stilboestrol	—	—	—	D					
handy	58	4	11	3	Diamox (746 Lederle)									
(6doz.)	(6doz.)			I 2	sodium parenteral									
large	74	6	14	5	500mg	26	8ea	—	40	0				
(4doz.)	(4 doz.)				Domestos (382 Domestos)									
Bourn-Vita (216 Cadbury) existing entry				D	giant	25	8	—	2	6				
Bourn-Vita (216 Cadbury)				I	Drenison (413 Lilly)	T5			D					
½lb	17	5	—	I 8	cream	15g	9	3ea	—	I 13	11			
½lb	31	9	—	3 0	with neomycin	15g	9	11ea	—	I 14	11			
1lb	55	4	—	5 9	ointment	15g	9	3ea	—	I 13	11			
Breck (1509 C of GB)					with neomycin	15g	9	11ea	—	I 14	11			
creme rinse with														
body	sachet	6	1½	3 4½	I 0									
	70cc	27	0	14	11									
Capricci (963 PNR) existing entry				D										
Capricci (936 PNR)				I										
creme perfume	CR3	15	0ea	8	0ea	31	0	—						
	R90	33	6ea	18	0ea	70	0							
	R81	41	0ea	22	0ea	85	6							
	R88	62	0ea	33	3ea	129	0							
	R31	98	6ea	52	10ea	205	0							
	R21	133	0ea	71	4ea	276	0							
	R10	178	3ea	95	7ea	370	3							
	RI	237	0ea	127	1ea	492	9							
	R240	50	0ea	26	10ea	104	0							
	RI41	26	7ea	14	3ea	55	3							
	PR1	14	2ea	7	7ea	29	6							
	5R1	16	3ea	5	10ea	31	0							
	TR3	13	3ea	7	1ea	27	6							
	R7	26	0ea	13	11ea	54	0							
	R6	42	9ea	22	11ea	88	9							
	R5	65	6ea	35	1ea	136	3							
	R55	109	0ea	58	5ea	226	0							
	R107	29	0ea	15	7ea	60	3							
	R117	22	7ea	12	1ea	47	0							
					8 charges	58	6	—	6	6				
					16 charges	92	2	—	10	3				
					32 charges	148	6	—	16	6				

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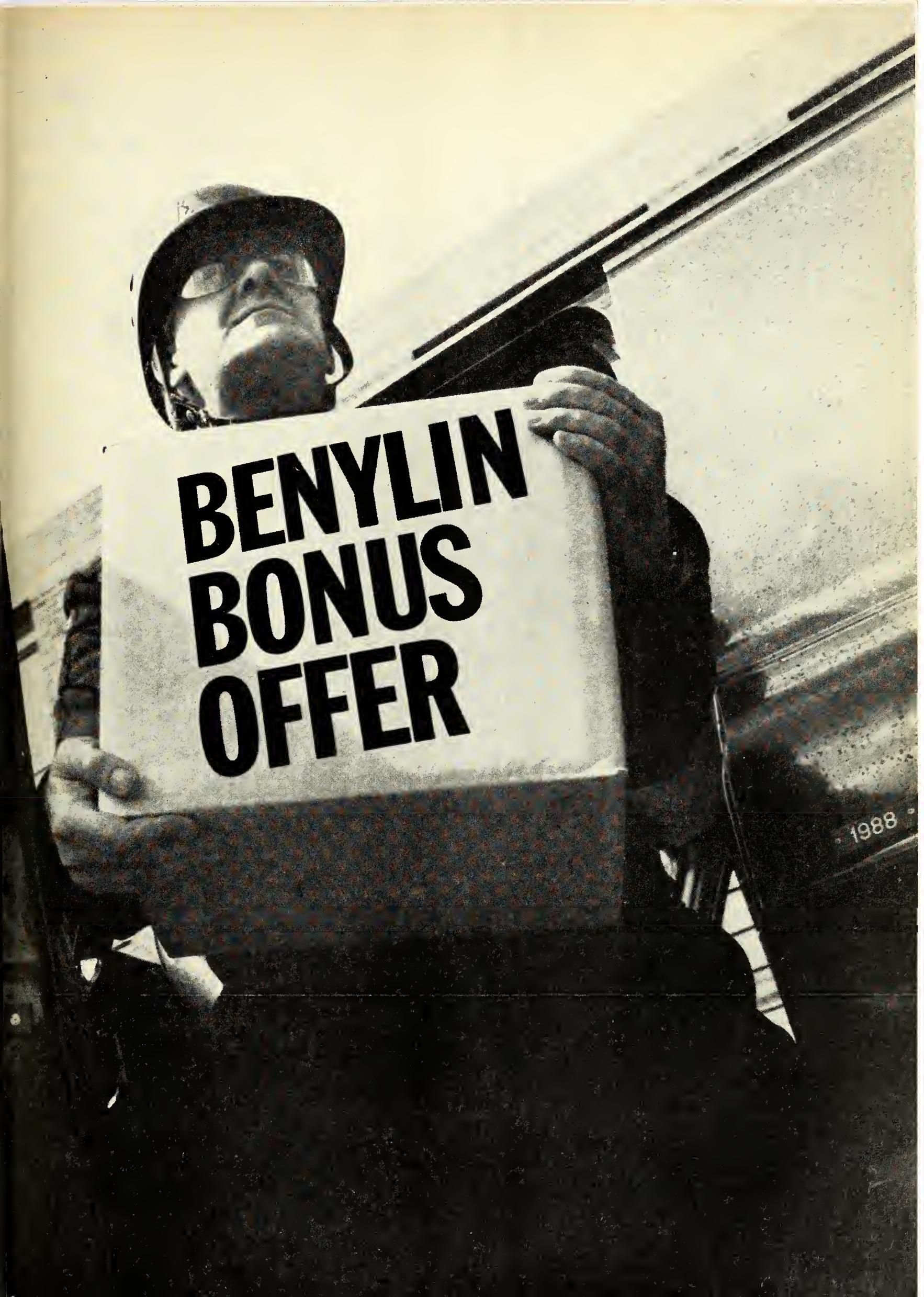
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LETTERS

Tracing the order

I have just dispensed the final repeat of a private Ovulen prescription. It had eight chemists' stamps on the front and three on the back (where they should be) along with dates and numbers.

You can imagine the difficulty in tracing the correct order of repeat numbers on such a prescription now one year old.

I suggest that first pharmacist to dispense these prescriptions stamps it on the back in the top left hand corner and enters in a vertical column below the numbers one to seven (or 13) according to the repeat order.

Each subsequent dispensing would be dated and initialled alongside the appropriate number and the chemists' stamp added in the open space to the right.

J. Roylance
Bolton, Lancs

Popular pastime

It appears to be a popular pastime of wholesalers to blame their troubles on the bungling and incompetent retailer. The following is a small proportion of one week's errors by wholesalers.

One order 18 items — 4 out of stock plus 3 wrong items sent.

1 x 96 parcel Dextrosol (1s) charged £320 8s.

5 x 12 Rifadin 250 mg charged £1 13s 9d instead of £20 3s 4d.

3 x discount orders on which discount had not been allowed in spite of invoices being headed 'discount order.'

I would repeat this is only a small proportion of one week's errors.

A. Florence,
Glasgow, S 2

Helpful symposium

The comments made by "Still Very Resigned" (August 23, p 163) on difficulties involved in dealing with wholesalers are very pertinent. In an effort to help our colleagues to surmount the problems, our branch has arranged a symposium on wholesaling to be held at the Great Western Hotel, Paddington, at 7.30 p.m. on Wednesday, November 12, when three men, each an expert, and each responsible for organising a wholesaler, will be initiating a discussion.

We hope that anyone who is concerned about this subject will come along. It may even be the occasion for the start of some improvement in the service!

R. Jackson, Secretary
Western Pharmacists' Association,
London, WC 1

I am in complete agreement with Still Very Resigned (p. 163).

I can understand a wholesaler cribbing about an order for one tube of ointment which another wholesaler was out of or did not stock, but a reasonable order for £5-£10 especially as they deliver in the

area, should pay well enough. Perhaps they are like London Transport Board who swear that rush hours do not pay.

Regarding mistakes, I have had 500 [ml] liq potassi converted (or is it computed!) into 500 g troch glycyrh. Perhaps a Scottish accent had something to do with it or more likely inspired guess-work. So much for the much praised checking systems.

While I am having a moan at a wholesaler in particular I might as well moan about Harmony in particular. Triangular packs may save them money but they are a complete nuisance to the stockist. You have to have eyes sideways or upside down to read the names and you simply cannot pack them in a Christianlike manner on a shelf.

Another moan. Why this new pack for everything? It doesn't sell any more except that the poor dumb chemist is looking for the old pack and thinks he hasn't got it so he duplicates his stock! I know, it has happened to me twice.

A. Bell
London, E 13

Shattered by a word

Accustomed as I am to the bastardisation of our English language by American companies, for example "shipped" for "despatched," I find myself shattered by a column in my Coty packing note headed "Unconfectioned." According to my dictionary the definition of the word confection is "a preparation of fruit with sugar . . . sweetmeats in general." Is it possible that they are about to "broaden their image" by extending the "consumer market" to candies and cookies?

E. J. Cooper
Hitchin, Herts

Advice given

My advice to "Thankless Task" (August 16, p 140), having been through the process of closing down my pharmacy, is as follows:

- Sell everything you can yourself, even at below cost by "closing-down sales." Returning goods to manufacturers result in up to 50 per cent deductions on cost price. You'll sell the goods yourself at "sale price" and make some profit.

- Contact your ethical wholesalers regarding return of sealed packs. Most of these wholesalers are very helpful.

- Remember to cease buying. I found this most difficult as one tends to keep on "providing a service!"

- Contact your nearest pharmacies. You will find that they are helpful in taking over broken packs, etc. Cost price or even 50 per cent off will make a deep impression on your old stock leaving not much worthwhile rubbish on your hands.

- Stoppered bottles, brass scales, balances are of interest to many antique dealers. Spread the word around and advertise any interesting articles you may have. Of course sell your specie jars and antique pharmacy jars, etc., if you are lucky enough to possess any. Carboys are another item of interest to dealers (see advertisements in C&D.)

- Advertisers who offer to purchase for cash complete stocks—redundant lines are

best left alone. As they say, "No quantity is too large," but always too small to bother with. So have your sale and the best of luck. I found out the hard way.

Disillusioned

Against everybody

Everybody knows the lady in the street who is always disagreeing about something. People try to have nothing to do with such a person if they can help it. The pharmaceutical fraternity appears to be getting more like this type of old lady everytime I look at a pharmaceutical periodical. We are at enmity with doctors, vets, grocers, M.P.'s. You mention them—we are against them. We cause division in our own ranks and suffer from lack of communication within our Society. For example, pharmacists employed in multiples versus the self-employed pharmacists, the contractors against non-contractors, the lack of support given to medical representatives who are qualified, the way hospital pharmacists are treated.

Am I alone in thinking this way, or is it only the fighters who put pen to paper? I think our chief role in society is to know poisons and medicines, the uses and abuses of drugs, and to help society protect itself and benefit from their use. To carry out this function we need further tuition to bring us up to date and keep us in the line with developments. Let us learn from our past mistakes and see our role in the future as it should be and not guided by past prejudice and greed. Let us have unity within societies and between societies.

Denis Grant,
Limavady, Eire

Helping the 'old boys'

May I congratulate you on the two excellent articles written by Barrie Thompson. The first article on July 26 would be of particular value to men of my generation who were brought up in an atmosphere of stability where stock was as good as money, if not better. We knew that what sold well last winter would sell well again next winter. It is difficult to adjust ourselves to present-day conditions where last winter's brand leader is by now ready to be consigned to the dustbin and next week's brand leader is likely to be something that we have never heard of before.

Those, like myself, on the wrong side of 50, who find it difficult to adjust to the pace of modern living might do well to take out these two pages (pp. 80 and 81, C&D, July 26) and to put them on display in the dispensary or office as a permanent reminder and warning.

The second article would appeal more strongly perhaps to the younger man who has learnt to think about his work instead of having to spend all his time doing it, but is worthy of careful study by all in retail business.

With help from articles like these and the weekly edition of the C&D price list, we "old boys" may contrive to hold on for a few years longer.

S. G. Bubb
Poole, Dorset

THE RIFAMYCINS ANTIBACTERIAL

Mr S. J. Hopkins FPS, chief pharmacist, Addenbrookes Hospital, Cambridge, discusses a new group of antibiotics, one of which shows unusual dual properties

The streptomyces group of soil organisms has yielded a remarkable range of antibiotics, beginning with streptomycin obtained from *Streptomyces griseus* in 1944.

When that antibiotic's antitubercular properties were discovered the stage seemed set for a great advance in the treatment of tuberculosis. But although an advance was made, it proved to be a Pyrrhic victory, because toxic effects and the rapid emergence of resistant strains severely limited the value of the new treatment.

Some limitations have been removed by combined therapy but in many parts of the world, tuberculosis remains a social and therapeutic challenge.

Even where the disease is mostly under control, there remains the problem of patients resistant to, or unable to tolerate, conventional therapy, and new forms of treatment are still required.

In recent years further research has indicated that the therapeutic potentialities of the streptomyces group of organisms are not yet exhausted. Antibacterial substances were obtained from cultures of *Streptomyces mediterranei* and preliminary studies suggested that a new group of antibiotics had been discovered. Crude extracts of the culture medium showed high activity against many Gram-positive organisms, including *Mycobacterium tuberculosis*.

Five substances were separated by paper chromatography and identified as rifamycins A, B, C, D and E. Only rifamide (rifamycin B diethylamide) was obtainable as a stable crystalline substance. Although the yield was poor, the compound's low toxicity stimulated interest. Attempts were made to improve the yield by using mutant strains of the organism, and by modifying the culture medium.

Surprisingly, the addition of up to 0.2 per cent of sodium barbitone to the culture fluid increased the proportion of rifamide from 5-10 per cent of the crude rifamycin complex to 90-95 per cent. The mode of action of sodium barbitone in increasing yield is not readily explained, but it may change or block a metabolic pathway and direct the energies of the cell to the production of one rather than a mixture of antibiotics.

Rifamycin B is a yellow, dibasic acid, and forms soluble sodium and potassium salts of considerable antibacterial potency. In solution however, an increase in activity was noted and found to be due to an oxidation product. The new compound could be obtained from rifamycin B by treatment with potassium permanganate

or hydrogen peroxide and was termed rifamycin O.

A similar but slower increase in activity occurred with rifamycin O, with the formation of rifamycin S by acid hydrolysis.

Rifamycin S was highly active, but poorly absorbed when given orally and irritant when injected. Its toxicity was greater than that of other derivatives and further development appeared unlikely. However, reduction with ascorbic acid yielded another derivative, rifamycin SV, in which toxicity was reduced and antibacterial potency increased.

This work suggested that the rifamycins possess a common active structure, capable of considerable modification without loss of antibacterial potency. Most other antibiotics lose their activity after relatively small changes in structure.

Chemically the rifamycins exhibit some unusual features. The basic structure includes nine asymmetric carbon atoms, and consists essentially of a long aliphatic chain, the terminal groups of which are joined by an aromatic nucleus of the quinone type. The structure permits the formation of condensation products with amines, hydrazines, aminoguanides and other substituents.

Of the derivatives, rifamide (rifamycin B diethylamide) was selected for further study because it exhibited a marked degree of activity against many Gram-positive organisms, including *Mycobacterium tuberculosis*.

Activity against resistant strains

The activity extends to strains of staphylococci resistant to other antibiotics, and rifamide has been used clinically in the treatment of a wide range of bronchopulmonary and soft-tissue infections. Much of the drug is excreted in the bile, and it has been used with success in cholecystitis and hepato-biliary infections.

Rifamide, although soluble in water as the sodium salt, is poorly absorbed when given orally. For systemic infections it must be given by intramuscular or intravenous injection in doses of 150 mg. Such a dose gives an effective blood level of the drug for a period of four to six hours, but in practice injections at intervals of eight to twelve hours are adequate. It should be noted that in cases of biliary obstruction, excretion of the drug will be delayed and blood levels may rise sharply, necessitating an adjustment of dose and frequency of injection.

The limitations on treatment imposed by the need to give the drug by injection stimulated further work on the influence of substituent groups on the basic molecular structure, and eventually a semi-synthetic derivative was found which possessed both high potency and oral activity.

The new compound, described as 3-(4-methyl-1-piperazinyl-iminomethyl - rifam-

cin SV, has the structure shown opposite, and differs from rifamide only in the nature and position of the side-chain. The derivative has been given the name rifampicin (Rifadin, Rimactane).

Antibacterial properties have been retained. Against *M. tuberculosis* it is more potent than streptomycin or *p*-aminosalicylic acid and is comparable with isoniazid.

Both rifamycin B diethylamide and rifampicin are of low toxicity, and side effects are few. Some reddish colouration of the sputum, urine and lachrymal fluid may occur, and gastro-intestinal disturbances and occasional dizziness have been reported. The antibiotics have no significant adverse effects on the haemopoietic system, liver or renal function, although occasional jaundice has been reported during combined therapy with other anti-tubercular drugs.

If sulphobromphthalein is used to assess liver function whilst rifampicin is being given, the rate of clearance of the dye may be reduced, and plasma levels of rifampicin increased. The reduction is not necessarily a sign of liver damage as both rifampicin and sulphobromphthalein are excreted in the bile. Both slower clearance and higher blood levels reflect the competition between the two substances for one excretory pathway.

Mode of action

The mode of action of the rifamycins is still under investigation. However, it is known that, unlike some other antibiotics, the antibacterial action is not mediated by inhibiting the synthesis of the cell wall.

The rifamycins are able to inhibit RNA polymerase and thus influence protein synthesis and cell development—an action exerted specifically against bacterial but not mammalian polymerase. In view of the unusual mode of action it is not surprising that no reports of cross-resistance between the rifamycins and other anti-tubercular drugs have yet been made.

Rifampicin is given orally in single daily doses of 450-600 mg for the treatment of tuberculosis. It is largely metabolised in the body and excreted in the bile as the desacetyl derivative. That derivative, although having similar antibacterial properties, is not re-absorbed by the entero-hepatic circulation, so that accumulation of the drug in the plasma when standard doses are given is unlikely. Conversely, biliary damage may delay excretion and cumulative effects can then occur.

In common with other forms of anti-tubercular treatment, rifampicin should always be used in association with one or more therapeutically similar drugs to prevent the emergence of resistant strains of the causative organism.

The high potency of rifampicin suggests that with wider experience tubercular in-

WITH AN ANTIVIRAL BONUS?

fections may eventually be controlled by shorter courses of treatment than those used at present. Such a reduction would have both therapeutic and economic advantages. But because of the nature of the disease, permanent and complete arrest can only be demonstrated and proved by extensive and prolonged clinical investigation.

However, the drug undoubtedly represents a considerable advance in anti-tubercular treatment. It also represents another kind of possible advance, as rifampicin is active against some viruses. Conventional antibiotics have little action against viruses, mainly because the method of reproduction differs so widely from that of bacteria. Rifampicin however depends for its potency on the ability to inhibit the action of RNA polymerase. That enzyme is essential for bacterial metabolism — but is also present in vaccinia virus.

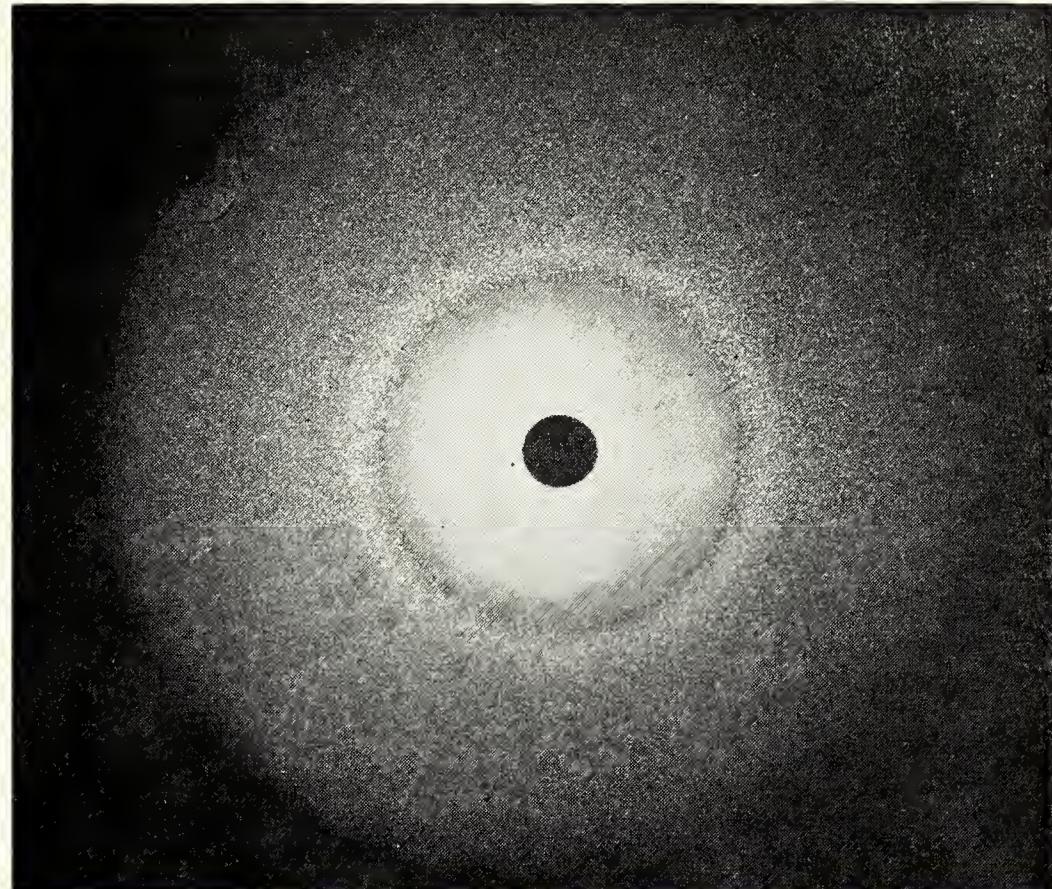
Experimentally, the activity of viral polymerase can be reduced by rifampicin, although much larger doses are required than those necessary to inhibit bacterial polymerase. At present the discovery is more of academic than therapeutic interest, for although it suggests that viral and bacterial polymerases may be basically similar, the differences must still be considerable.

Body cells also contain polymerase and when treating bacterial infections with rifampicin, it is fortunate that mammalian polymerase differs even more widely being less sensitive to rifampicin, and that toxic effects are correspondingly few. The much larger concentrations required to inhibit viral polymerase, if used therapeutically, would almost certainly have undesirable side effects.

The activity of rifampicin against viruses is largely restricted to that of vaccinia and it may be active only against those organisms that are dependent on RNA polymerase. At the same time, the discovery of the antiviral properties represents a considerable advance, as few substances that are therapeutically valuable in bacterial infections exhibit any potentially useful antiviral properties.

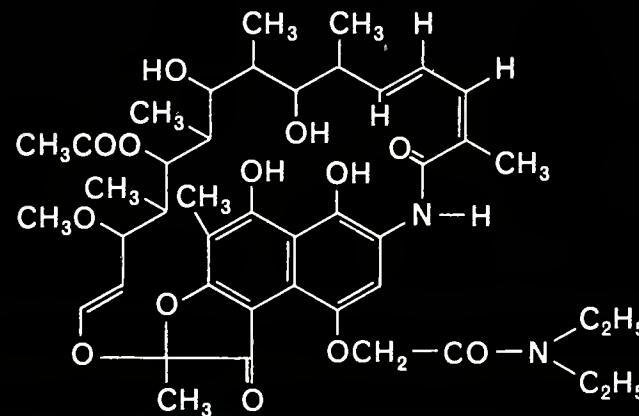
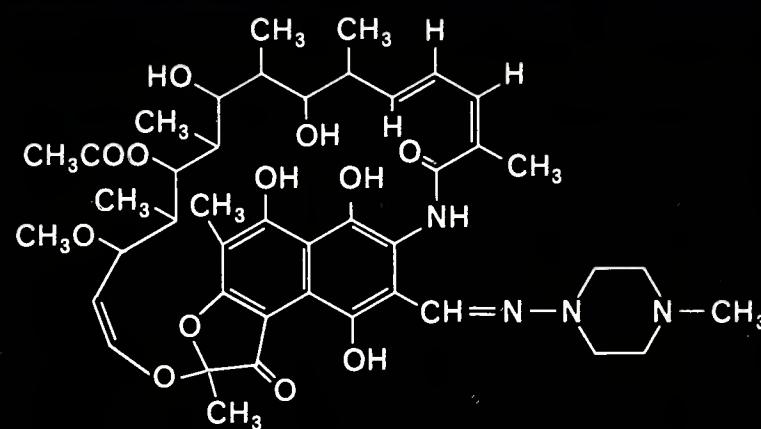
Yet paradoxically, the property appears to be restricted to rifamide. It is not found in rifamycin, although both substances possess basically similar antibacterial properties. That at once suggests that the antiviral action is linked in some way with the side-chain of the rifampicin molecule, rather than with the structure of the antibiotic as a whole.

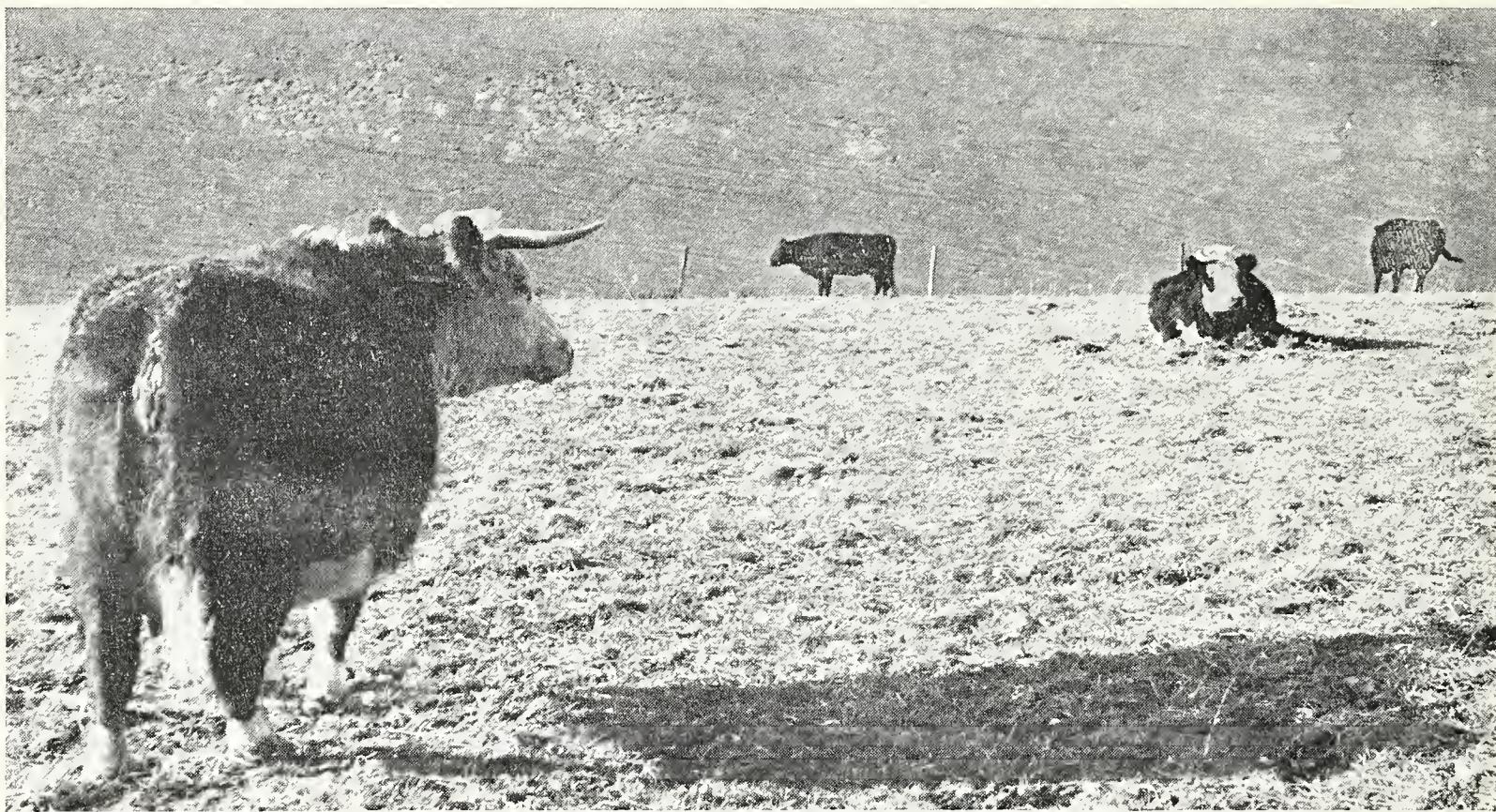
It is of interest to note that large amounts of rifampicin are excreted in the tears. Should a derivative of the drug be found that has an increased antiviral action and a reduced toxicity, it might well prove useful in the treatment of trachoma, a viral disease which is a frequent cause of blindness in tropical countries.



Above: A rifamide 10 mcg sensitivity disc activity against *Staphylococcus aureus*. The zone of inhibition shows the effect of the compound. Courtesy Lepetit Pharmaceuticals Ltd

Below: Rifampicin (rifamycin SV) and rifamide (rifamycin B diethylamide)





FARM HEALTH SERVICE FROM A

by Ellplate

Wanting to find out how best to organise a veterinary department, I paid a visit recently to Mr W. P. B. Phillpotts, who has been conspicuously successful in developing that side of his own business. I came away realising how much better was his idea of selling his farmer customers a service in farm health.

Mr Phillpotts is the principal director of Cox & Robinson Ltd, whose pharmacy at 75 High Street, Stony Stratford, Bucks, was established in 1760 and has remained virtually unchanged in its outward aspect since 1820.

Behind that seemingly permanent frontage there have, however, been many changes of trading activities, some in line with the evolution of pharmacy in general, others the outcome of deliberate decision.

In the early days paints, oils and colours, for example, figured largely in its stock in trade, as they have done in many another country pharmacy. They are not sold there nowadays. Nor is shoe blacking, of which Cox & Robinson are believed to have been among the first makers, or tobaccos, pipes and pipe cleaners, "Taylor's celebrated sodawater and lemonade," "Salter's genuine Carlisle biscuits" or Cadbury's chocolates, for which Cox & Robinson once held the local agency.

Those are all the casualties of time. The decision to develop veterinary medi-

cine lines rather than, say, cosmetics was to a much greater extent the outcome of analysis and conscious thought.

When he became the owner of business in 1946 Mr Phillpotts took a good look at it and weighed up the prospects of development. Every chemist should at some time do that, though not all, of course, will arrive at the same answer. Some will see their area of expansion as being in cosmetics, some in catering for photographers, and so on. That any business will be able to expand on all fronts at once is unlikely, if only because of the amount of capital that will have to be found.

Indeed, rather like the Lancashireman who, when asked the best way to a certain place, considered all the possibilities and replied: "I don't think I would have started from here." Mr Phillpotts warns that the present may be an inopportune time for expanding on the veterinary side. Certainly it is a difficult period if money has to be borrowed to do so.

In his own situation in 1946 Mr Phillpotts surveyed his potential catchment area and decided that cosmetics would soon prove a dead end. There were few factories in the area, so no large wage-earning female population with "urban" tastes and the cash to satisfy them.

On the other hand there was good farming country all round. The local farmers were concerned with livestock,

dairy cows and poultry much more than with grain. Sugar beet was not produced in the area.

So there was likely to be a heavy demand for animal medicines, less for pesticides and weed killers. Other suppliers of the farmers' health needs were well established but, as a pharmacist, he reckoned he had two assets that could be called into service to give him a competitive advantage. One was the knowledge and expertise acquired in his pharmaceutical training and later experience. The other was his accessibility during a greater number of hours each day, for the shop opened at 8.30 each morning and remained open in the evenings till seven, except on the half-day. Most of the merchant firms catering for farmers opened at nine or later and closed at five or six.

Being early risers the farmers soon showed by their phoned orders between 8.30 and 9 a.m. that the hours "bonus" was real and not illusory.

Advice, backed by real knowledge, was also greatly valued and it became obvious that other farmers were hearing of special services the shop was rendering to farms neighbouring their own.

From the start Mr Phillpotts applied himself to increase his knowledge of farming, livestock rearing, animal diseases, and the rest. He did so by reading, by taking courses on special subjects as opportunities arose, and by joining the

W.P.B. *Phillpotts*

his own analysis of his business and its potential, that the veterinary side is the right one for him to develop, there is another major problem to decide. He can opt for a "passive" policy of being ready to offer the right advice, better service than competitors, and stocks closely synchronised to demands, himself remaining on the premises at all times. With that policy he can expect, by enlightened effort, to increase his turnover by a worthwhile £5,000 to £10,000 a year.

Or he can choose the "active" policy, going out to get orders from the farmers on their own grounds. That means rounds of calls, whether by himself or by representatives. Either way necessitates a second pharmacist so that the premises may be always under professional supervision.

The target must also be much greater—£25,000 a year being regarded as the profitable minimum. Thereafter—because no business can stand still—there will be recurrent profitability problems whenever, for example, a new representative has to be engaged. Time has to be allowed during which the orders he brings in build up to a figure that covers his salary and enough more to bring the selling costs-sales total ratio to its previous level.

Too much emphasis can hardly be laid on the need for expertise and the importance of developing speciality services. To do so also helps compensate for the extra expense to the business of employing a second pharmacist.

Thus when Mr John Lane joined Cox & Robinson from the market research division of Smith, Kline & French, Welwyn Garden City, Herts, he came as an expert on poultry. Since joining the company he has launched three new services—a freeze-branding service, a poultry hygiene advisory service and a poultry vaccination service.

An essential when so many orders are taken by phone is a price index, from which prices for given quantities can be instantly quoted. Because the buying policy must be to take advantage of every opportunity to buy on best terms, keeping the price index fully up to date can involve hard work, but it is necessary and time must be found for it.

By the same token the order taken by phone must be written down at the time and marked with the price quoted to the person telephoning. If this is done on a special form, columns may be included on which to record also the assembly of the goods for delivery, and their loading on to the delivery van.

For it is not practicable to try to run a successful veterinary department without a van. Garage space is also needed. It is wise from the start to establish a pattern of delivery, so that the farmer will get to know the day for normal deliveries in his area. The delivery pattern may not eliminate special deliveries, but it will reduce them to economic proportions.

In addition to garage space there must be accommodation for goods, many of them bulky compared with a pharmacy's normal merchandise. To begin with, a

weatherproof area equivalent to a two-car garage should be provided, as well as a large refrigerator for vaccines. Farm health includes hygiene, which may in turn include brooms and brushes as well as antiseptics and disinfectants.

In buying, the policy must be, if handling and invoice charges are to be avoided, to find sources for the "one-off" purchase. If there are buying groups in the area it is worth while to join them.

Relations with local veterinarians are important. The aim should be to cooperate with, not to compete against them. Nowadays the veterinarian tends to derive his livelihood from the smaller animals, especially domestic pets, so it is prudent to leave those animals out of one's consideration in building up sales of veterinary products.

Of course it is always an advantage to be known in the chosen area of operation. Mr Phillpotts was a "local boy." He went to school at nearby Wolverton and served his apprenticeship in the Midlands at Derby. He has been president of the local Rotary Club, chairman of a number of local charities, and patron of football and cricket clubs in the area. He has served a term as chairman of the Stony Stratford Council and chairman of the Northants Branch of the Pharmaceutical Society. He is currently chairman of the Buckinghamshire Pharmaceutical Committee and chairman of the Milton Keynes pharmaceutical working party set up under the Health Service Liaison Committee by the County.

It also pays to participate in bringing animal health developments to the notice of farmer customers. Mr Phillpotts has done that over a period of years by direct mailings, by organising film shows, outings and demonstrations, and by taking stands at agricultural shows. To what extent others can engage in the whole range of those activities must depend on circumstances, but certainly the stands at shows are worth taking. The signboard, even over a small stand, gets seen and the stallholder is noted as a source of supply.

Goods should be on the stand, but chosen for reasons of topical interest not in any attempt to display one's whole range of veterinary merchandise. When makers publish in their literature the names of regional stockists it is useful to ensure that one's own name is duly there. The Cox & Robinson agencies are numerous and wide-ranging.

It has already been mentioned that the business is one of the most successful of its kind and now far too extensive to be operated by one man, even such an enthusiast as Mr Phillpotts. He has recruited A. C. Bonham and John R. Lane, BPharm, MPS, as fellow directors. There is a branch pharmacy at Wolverton and a depot of Cox & Robinson (Agricultural) Ltd, at Buckingham.

Mr Phillpotts invites new venturers in the business to visit the pharmacy at Stony Stratford to see at first hand what he is doing, and whether and to what extent they can apply his methods to their own situations.

PHARMACY

National Farmers' Union, attending meetings of its members and getting to know their problems at first hand. He decided that a pharmacist should always be selling the idea of animal health—better still farm health—not simply the commodity.

However, Mr Phillpotts insists on the need for the best possible business and accountancy methods. He recommends taking a management course right at the start, then adopting and operating a good accountancy system adapted to the nature of the business.

Turnover will have to become substantial before the purchase of an accounting machine such as his own Addo-X is warranted. It is best to start in a small way and work up, but at the very least a typewriter is essential. Invoicing each deal is obviously too expensive a procedure.

He sends out itemised monthly statements to each of his farmer customers. With his accounting machinery and the firm intention to keep on top of the work, he has been able, so far, to complete the sending out of accounts by the third of the month. Efficiency of that order, he stresses, is indispensable for success.

Unless there is good credit control farmers' accounts often go unpaid for unprofitably long periods, draining away money that needs to be turned over frequently if trading is to be successful. "Be stock-control minded," is his advice.

For any chemist who concludes, after

PROMOTIONS

Photo contest marks fifty years of Asahi Optical

To mark their 50th anniversary, Asahi Optical Company are holding an international photo-contest open to all users of Asahi Pentax equipment. Over 200 first, second and third prizes of Asahi Pentax equipment plus 640 medallions of honour for the runners-up are being offered.

In addition to the equipment prizes, there are fifteen grand awards of a 10-days picture-taking tour of Japan for the pictures chosen as the most outstanding in the whole contest. There are four categories of subject matter: free title; special technique; festivals of the world and "Asahi" of the world (Asahi means the rising sun).

Linked with the international contest are individual competitions organised by Pentax distributors throughout the world, and for the U.K. Rank Photographic, Great West Road, Brentford, are sponsoring prizes so that Pentax photographers in the U.K. can enter for two competitions with the same picture. Grand prize is a Hi-Fi outfit consisting of £400 of Akai/Goldring/Wharfedale equipment and first prize in each category is any Super Takumar lens with a retail value of up to £100.

The competition opens on September 2, and entries can be accepted up to January 10 1970.

Two month money-off promotion

Lambert Chemical are introducing a new consumer price offer on both pack sizes of Efferdent denture cleanser for a limited period of two months.

A 7d-off flash is featured on the 28-tablet pack and a 5d-off flash on the 18-tablet pack. Normal retail prices are 3s 11d and 2s 7d respectively.

Efferdent is available in London, Southern and the Midlands television areas. Lambert Chemical Co Ltd, Chestnut Avenue, Eastleigh, Hants.



Veterinary 'check book'

Crown Chemical are distributing to farmers throughout the United Kingdom a "Crown check book" which contains guidance on the selection and use of the company's veterinary pharmaceuticals. Products for cattle, sheep and pigs are described.

Copies of the book are available to chemists for distribution to their existing and potential customers. Later there will be advertising material that can be used by stockists. Crown Chemical Co Ltd, Lamberhurst, Kent.

Pharmacist wins sports holiday

The Schwarzkopf Corimist Caribbean holiday competition, held to mark the launching of the Corimist hair treatments D, G, and A, has been won by Mrs Patricia Quinlan, salon owner from Bolton, Lancs, with Mr Alan Starr, MPS, director and manager of W. H. Clements Ltd, Radstock, Somerset, runner up. Mr Starr's prize is a winter sports holiday for two in Austria (he is pictured below with his wife).

Among six third prize winners (£50 cheques or shopping vouchers) were Miss Christine McDonough (Baron's Chemist, Blyth, Northumberland); Mr A. Saw, MPS (Burnham Pharmacy, 82 High Street, Burnham, Bucks); Mrs C. M. Creal (Headlands Co Ltd, 140a Western Road, Brighton, Sussex) and Mr A. J. Deritis, MPS (G. C. Burns, 336 High Road, Leytonstone, E 11).



Money-off for launch

To launch new 70-g tubes of their most popular shaving creams, Mennen are giving consumers a 10d saving on the recommended retail price of 3s 4d.

At the same time there is a 2s reduction on the recommended price of Mennen regular and mentholised foam shave.

A display bar holds all six varieties of shaving product and features the money-off offers on the headboard.

Mennen UK, distributors Folden Ltd, Berkeley Square House, Berkeley Square, London W 1.

Baby pants in gift parcel

Commencing this month and continuing until March 1970, Gift Pax Ltd, will distribute over half a million "1s 6d off" coupons to new mothers to encourage a sample purchase of Marigold baby pants.

A leaflet incorporating the coupon will go out in a gift parcel containing samples of various baby products which is being sent to every new mother in hospitals, nursing homes, or in their own homes throughout the United Kingdom.

LR Industries Ltd, 8 Chingford Mount Road, London E 4.

ON TV NEXT WEEK

Ln = London; M = Midland; Lc = Lancashire; Y = Yorkshire; Sc = Scotland; WW = Wales and West; So = South; NE = North-east; A = Anglia; U = Ulster; We = Westward; B = Border; G = Grampian; E = Eireann; CI = Channel Islands

Anadin: All areas except E
Andrews: All areas

Askit: Sc, G

Bellair hairspray: Ln, M

Bisodol: M

Cleen-o-pine: All except E

Fore: Lc, Y

Fynnon Spa: L, WW, So, A, We

Harpic: Ln, Lc

Iron Jelloids: Ln, We, So

Steradent: All except Sc, So, U, B, G, E

NEW PRODUCTS AND PACKS

Cosmetics and toiletries

Two from Miners

For the "big shiny eye" Miners have introduced frosted powder shadows (3s) and frosted stick shadows (3s). The powder shadow is in a square, see-through pack and the shadow has to be smoothed on with finger tip or brush. Texture stays matt. The frosted stick shadow is described as "solid gleamy sticks of colour." Both come in seven shades: Frosted white, frosted blue, frosted turquoise, frosted brown, frosted aqua, frosted green and frosted grey. (Miners Make Up Ltd, 48 Burlington Arcade, London W1.)

From Old Spice

The success of Burley has created a demand for additional products. Shulton are now including in their range of grooming products with the highly distinctive Burley fragrance a lather shave cream (5s 9d) and hair cream (9s 9d). (Shulton (G.B.), Ltd, 100 Brompton Road, London SW3).

Over the Counter Sales

Slim pack for Delrosa photo 1

The design of the slim new 120-cc (6-oz) bottle for Delrosa rose-hip syrup is aimed at improved appearance, better shelf stacking, greater efficiency on the filling line and maximum label area. It retains a family resemblance to previous Delrosa packs. The new bottle is taller than its predecessors, it is oval in cross section and tapers upwards to smoothly rounded shoulders and a cap-to-cap closure. The labels at front and back are protected from abrasion by a recessed labelling panel.

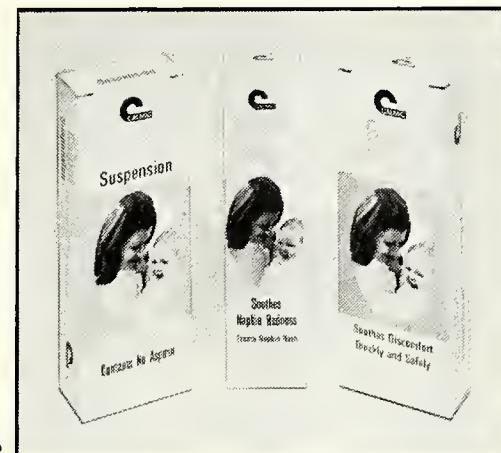
The 6-oz bottle, which will be followed by similarly styled 12-oz and 18-oz packs, was designed and produced by Redfearn National Glass. (Phillip Scott & Turner Co, St Marks Hill, Surbiton, Surrey.)

Gripe mixture photo 2

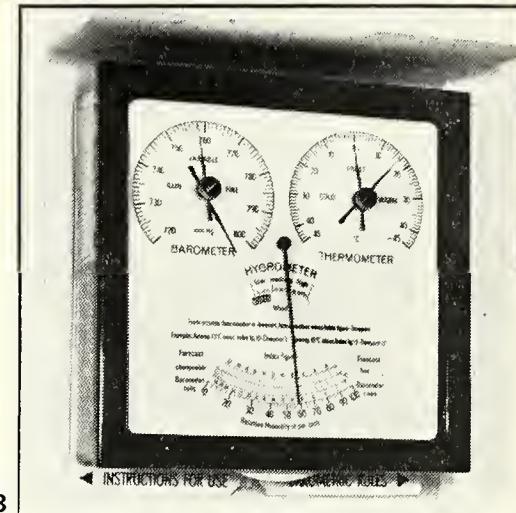
A new gripe mixture, based on polymethylsiloxane and containing the traditional dill oil and rectified spirit is to be launched by Calmic Ltd nationally from



1



2



3



4

mid-September and before that (beginning September 1) in an area centred on Birmingham and including Derby, Nottingham and Leicester.

The pack, a 70-ml bottle (3s 10d) is in a carton bearing an oval picture of mother and baby. An opportunity has been taken to repackage the company's other baby products, Drapoline cream and Calpol suspension, and will bear the same design, with separate colour codes—blue for the gripe mixture, lilac for Calpol suspension while Drapoline retains its former pink colour.

The three products will be promoted as a series under the title "Calmic Junior Pharmacy." (Calmic Ltd, Crewe Hall, Crewe, Ches.)

Sundries

Outdoor weather-forecaster photo 3

The Haenni group of Switzerland has developed an attractively styled weather-forecaster for outside use. It shows barometric pressure, temperature and the relative humidity, within ± 2 per cent. The temperature compensated barometer is adjustable to any altitude. Barometer scale 29-31 in Hg corrections reduced to sea level, i.e., 29.92 in Hg or alternatively 720-800 mm Hg to conform with metric standards.

The bi-metal thermometer with stainless

steel shaft is fully corrosion proof and has a scale of -50° to $+110^{\circ}\text{F}$, or -45° to $+45^{\circ}\text{C}$. Again a maximum and minimum pointer is provided which can be reset from the outside of the instrument. The hair hygrometer with a scale of 10 to 100 per cent relative humidity, is provided with a supplementary scale for determining the dew point.

A forecasting disc gives the weather forecast derived from the barometric reading, wind direction and the relative humidity. The casing is of aluminium, a fully sealed glass front protects the aluminium dials and there is a mounting bracket for wall mounting. The price is £22 10s. (Distributors: Turbojet Instrument division, 21 Foxley Lane, Purley CR2 3EH.)

Cannon bottle and carton photo 4

The clean sterile lines of the New Cannon baby feeding bottle are being matched by new point of sale packaging.

Announced now for a September launch is a Polycarbonate unbreakable, free from germ traps, feeding bottle (3s 6d) graduated to 250 ml in indelible blue ink. It comes with a Cannon moulded three hole Nurser teat, cap and disc.

The pack is in royal blue and silver with a see-through panel. (The Cannon Rubber Manufacturers Ltd, Ashley Road, Tottenham, London N17.)

TRADE NEWS

Metamsustac credit arrangements

Pharmax Ltd, Crayford, Kent, announce that as a direct result of the falling demand for amphetamine preparations, they have discontinued their methylamphetamine tablets, Metamsustac.

To allow time for members of the medical profession to make alternative prescribing arrangements for patients currently treated with Metamsustac, Pharmax are allowing four months until December 31 for stockists to return unopened packs for full credit.

Doctors prescribing the product are being advised to consult their local pharmacies with a view to reserving any immediately required tablets.

Stopping supplies to hospitals

Gale Baiss announce that following a review of their trading operations they are discontinuing the supply of pharmaceutical products to hospitals from September 30, and the affected customers are being informed. Any inquiries should be referred to Gale, Baiss & Co Ltd, 11 Stoke Poges Lane, Slough, Bucks.

Diabetic's packs at all branches

Becton, Dickinson U.K. Ltd, York House, Empire Way, Wembley, Middlesex, advise that their insulin needle pack for diabetics is stocked at all branches of Vestric Ltd, and Macarthys Ltd.

New economy-size

For regular users of Polyset for normal hair, the Lambert Chemical Co are now introducing a new economy-size 70cc bottle (4s 9d). The bottle label echoes the colour of the lotion, a clear turquoise blue.

A special counter dispenser unit is being supplied to retailers with every initial order. The unit is designed as a tray, holding six bottles compactly, backed up by an information card in dominant mustard and white.



Veganin reformulation

William R. Warner & Co Ltd, have revised the formula of Veganin. On expiry of present stocks all orders will be met with Veganin containing: Aspirin 250 mg, paracetamol 250 mg, codeine phosphate 9·58 mg.

The company state that analgesic efficacy, speed of action, anti-inflammatory and anti-pyretic properties of the new formula remain the same as the original formulation. Packs contain 10, 20 and 50 tablets.

Discontinued

Smith & Nephew Pharmaceuticals Ltd, Bessemer Road, Welwyn Garden City, Herts, have discontinued the following: Pycamisan 25 in containers of 500 wet seal cachets (25PS5 wet); Pycamisan 33, containers of 500 dry seal cachets (33PS5 dry) and Pycamisan 50, containers of 500 wet seal cachets (50PS5 wet).

New Coating

Supplies of Oxymycin brand of oxytetra-cycline B.P. tablets marketed by Chelsea Drug & Chemical Co Ltd, 310 Old Brompton Rd, London SW5, are now being yellow film-coated. Prices and packs remain unaltered.

Veterinary products

Bencard, Great West Road, Brentford, Middlesex, announce that Dal-Tocol (vitamin E) will be discontinued from the home ethical market when present stocks are exhausted. That decision does not affect the availability of Dal-Tocol tablets for veterinary use as marketed by Beecham Veterinary Products.

Metricated

John Wyeth & Brother Ltd, Huntercombe Lane South, Taplow, Berks, state that 500 ml packs of Aludrox gel and Mucaine were introduced during the week commencing August 25 to replace the existing 12 oz pack. The 12 oz pack will continue to be supplied until stocks are exhausted.

A special pack

A special pack of Sanatogen selected multivitamins plus iron is now available from Fisons Pharmaceuticals Ltd, Derby Road, Leicestershire. It contains 45 tablets (9s 11d) each.

Distribution changes

The Kendal Co (UK) Ltd, announce that Maws Pharmacy Supplies are assuming responsibility for the sales and distribution of the Burson range of surgical and support hosiery.

Orders should be sent to Maws Pharmacy Supplies, Ltd, at Aldersgate House, Cromer Road, New Barnet, Hertfordshire or Stanley Street, Preston, Lancashire.

Fresh'N Dainty distributors

Gerhardt-Penick Ltd announce that they have appointed Dendron, Richards & Appleby Ltd, 94/98 Rickmansworth Road, Watford, to be their sole distributors for the full range of Fresh'N Dainty feminine deodorant products, Emko foam preparation and Tums indigestion tablets. All other Gerhardt products—Dethmor, Rinnoxin, Pied Piper, Raticate, Dethlac, Danbar and Thram will be distributed by Gerhardt-Penick Ltd. (Thornton Laboratories, Purley Way, Croydon, CR9 3BE.)

More appliances approved

The British Electrical Approvals Board for domestic appliances has approved the following electric blankets: Boots Pure Drug Co Ltd model B.169S, model B.169D (Dual Control); Hoover Ltd model 6124, model 6125; Sunbeam Electric Ltd, models G.S.U.1, G.D.U.1, G.S.U.3, and G.D.U.3.

The board has also approved the Lady Shaver model HP.2110 by Philips Electrical Ltd.

Bank Holiday Closing

Merk Sharp & Dohme announce that urgent supplies can be obtained during the Bank Holiday through John Bell & Croydon, 50 Wigmore Street, London W1 (telephone: 01-935 5555). A similar statement has been made by Burroughs Wellcome & Co, Dartford.

Bonus offers

MacDonald of Manchester, Portland Mill, Ashton-under-Lyne, Lancs. Silcot San Belts. 48 (12 each, popular, trimline, De-Luxe, Suedeline). Invoiced as 36.

Ortho Pharmaceutical Ltd, Saunderton, Bucks. Delfen. Display parcel comprising four foam pack 'A' four foam pack 'B', two of which are supplied at no charge. Calmic Ltd, Crewe Hall, Crewe, Cheshire. Calmic gripe mixture, 5 per cent extra on orders for half or 1 doz; 7½ per cent on orders for 1½, 2 or 2½ doz; 10 per cent on 3 doz or more. Extra discount applies to mixed parcels of gripe mixture (minimum ½ doz), Calpol suspension and Drapolene if at least ½ doz of each product are on the same order. Available September 15-November 28.

TRADE MARKS

Applications advertised before registration
Trade Marks Journal August 20 No. 4747

Oxyflude, B921,791. **Posifon**, 925,351, by L'Oréal SA, Paris, France. For perfumes, non-medicated toilet preparations, cosmetics, dentifrices, depilatory preparations, toilet articles, preparations for the hair, and soaps (3)

Enajay, 926,136-37, by Standard Oil Co, Flemington, New Jersey, USA. For preparations and substances for laundry use; cleaning, polishing, scouring and abrasive preparations; and soaps (3) and for veterinary, pharmaceutical and sanitary substances; infants' and invalids' foods; medical and surgical plasters; disinfectants; and preparations for killing weeds and destroying vermin (5)

Bristows Free & Lovely, B927,658-59, by Beecham Group Ltd, Brentford, Middlesex. For perfumes, non-medicated toilet preparations, cosmetic preparations, dentifrices, depilatory preparations, toilet articles, sachets for use in waving the hair, shampoos, soaps and essential oils (3) and for pharmaceutical preparations and substances for use in the treatment of the skin and scalp (5)

Du Lundi Lemon Blossom, 928,183-84, by Beecham Group Ltd, Brentford, Middlesex. For perfumes, non-medicated toilet preparations, cosmetic preparations, dentifrices, depilatory preparations, sachets for use in waving the hair, shampoos, and soaps, all being perfumed with lemon (3) and for deodorants perfumed with lemon (5)

Brunisol, 929,232, by Antonio Puig SA, Barcelona, Spain. For soaps, non-medicated toilet preparations, cosmetics, perfumes, dentifrices, and toilet articles (3)

Forno, 931,137, by Aaron Sam Gee and Alfred Henry Griffiths, London, W 1. For perfumes, non-medicated toilet preparations, cosmetics and preparations for the hair (3)

(Device), P.F.W., 933,755, by Polak's Frutal Werken NV, Amersfoort, Holland. For cleaning, polishing, scouring and abrasive preparations; soaps, perfumes, fruit essences (essential oils), cosmetics, non-medicated toilet preparations, hair lotions and dentifrices (3)

Atkinsons Eleven, 934,139, by J. & E. Atkinson Ltd, London, W 1. For perfumed soap, non-medicated toilet preparations, perfumes, essential oils, preparations for the hair, cosmetics and dentifrices (3)

(Device), B908,542, by Microbiological Associates, Inc, Bethesda, Maryland, USA. For media for use in the culture of biological specimens; vaccines; and pharmaceutical preparations for use in diagnosis (3)

Epcos, 914,780, by Standard Oil Co, Flemington, New Jersey, USA. For veterinary and sanitary substances; infants' and invalids' foods; medical and surgical plasters; disinfectants; and preparations for killing weeds and destroying vermin; pharmaceutical preparations and substances, anti-perspirants and deodorants (3)

Amtan, 927,087, by E. R. Holloway Ltd, Hatfield, Herts. For disinfectants, sanitary substances, insecticides, preparations for destroying vermin, weed killers, insect repelling preparations for personal use and preparations for disinfecting and freshening the air and destroying air-borne germs.

Vitbec, 929,252, by A. H. Robins Co Inc, Richmond, Virginia, USA. For pharmaceutical preparations and substances, all containing vitamins and all in capsule form (5)

Beltux, 929,843, by A. Cernelle, Angelholm, Sweden. For vitamin preparations, pharmaceutical, veterinary and sanitary preparations; deodorants; bandages; material prepared for bandaging; medical and surgical plasters and surgical dressings; infants' and invalids' foods and dietetic foods; disinfectants, germicides and insecticides (5)

Ambispray, 930,048, by Zorona Trading (London) Ltd, London, W 14. For fungicides, algaecides and bactericides, all being non-medicated preparations for use by spraying (5)

Gramosan, 931,025, by Hadleigh-Crowther Ltd, Reading, Berks. For sterilising preparations for medical or surgical use (5)

Duo-Decadron, 934,027, by Merck & Co Inc, Rahway, New Jersey, USA. For medicinal and pharmaceutical preparations and substances for human and veterinary use; sanitary substances (5)

Thixogel, 934,254, by Wellcome Foundation Ltd, London, NW 1. For pharmaceutical preparations, all being in gel form (5)

Thixotrim, 937,074, by Wellcome Foundation Ltd, London, NW 1. For pharmaceutical, medical and veterinary preparations and substances (5)
Thixotrin, 937,075, by Wellcome Foundation Ltd, London NW 1. For pharmaceutical, medical and veterinary preparations and substances (5)

Naxogin, 938,501, by Carlo Erba SpA, Milan, Italy. Pharmaceutical and veterinary products (5)
Sacha, 939,948, by Domestic Fillers Ltd, Barking, Essex. For deodorants (5)
Minicath, 938,659, by Deseret Pharmaceutical Co Inc, Sandy, Utah, USA. For surgical, medical, dental and veterinary instruments and apparatus, and parts and fittings (10)

PATENTS

Complete specifications accepted
From the 'Official Journal (Patents)',
August 13.

Capping machines
Beecham Group Ltd. 1,164,893.

Method of and apparatus for plating out in diagnostic and research bacteriology
W. E. Belether. 1,164,949.

Skin antiseptic preparation

Helios Kemisk-Tek-Niska Fabriker AB. 1,164,981.

Washing and cleaning agents

Henkel & Cie GmbH. 1,165,047.

Preparation of chlorine-producing bactericidal compositions

H. & T. Kirkby & Co Ltd. 1,165,098.

Derivatives of rifamycin sv

Gruppo Lepetit SpA. 1,165,179.

Dental preparations

Farbwerke Hoechst AG. 1,165,197.

Herbicidal compositions for suppressing weeds in cultures of edible plants

Fahlberg-List Magdeburg Chemische Und Pharmazeutische Fabriken Veb. 1,165,220.

Syringe package

Becton, Dickinson & Co. 1,165,246.

Antifertility agent

Ortho Pharmaceutical Corporation. 1,165,249.

British patent specifications relating to the above will be obtainable (price 4s 6d each) from the Patents Office, 25 Southampton Buildings, Chancery Lane, London, WC 2, from September 24.

COMING EVENTS

Sunday August 31

Enfield Chemists' Association, visit to Harkness Rose Centre, Hitchin. Coach leaves Cecil Road, Enfield, at 1.30 pm.

Monday September 1

British Pharmaceutical Conference, Belfast.
Details page 173.

British Veterinary Association, Dublin. Annual congress. Until September 5.

Wednesday September 3

Bristol Branch, Pharmaceutical Society, Eastfield Inn, Henlaze Road, Bristol at 7.30 pm. Skittles match. Refreshments 10s per head.

British Association for the Advancement of Science, Exeter. Annual meeting. Until September 10.

Kodak Ltd, Kodak House, Kingsway, London WC 2. Exhibition of colour photographs by John Maltby Ltd, Hendon. Open 9 am to 5 pm daily to October 3 (closed Saturdays and Sundays). Admission free. Also display of black-and-white photographs by Mr Roy Ainsworth (chief photographer, Dr Barnardo's).

Thursday September 4

Huddersfield Branch, Pharmaceutical Society, Spotted Cow hotel, New Hey Road, Salendine Nook, Huddersfield, at 7.45 pm. Mr R. Raw on "Birdlife in Huddersfield."

MEDICAL PRESS

Addicts 'mainlining' barbiturates

Barbiturates have become possibly the greatest danger on the British drug scene, says Dr Max Glatt, St Bernard's Hospital, Southall, Middlesex, in a letter to the *Lancet*.

He writes that a high proportion of British drug abusers have turned to the extremely dangerous habit of "mainlining" barbiturates—buying Tuinal or Nembutal capsules on the black market and after dissolving them, injecting them intravenously. The result is that many addicts are now sleepy, staggering and falling about.

Dr Glatt believes that the practice has reduced the abuse of Mandrax, though it is still popular. He states that Librium and Valium are still not popular and that in his experience, no case of psychological or physical dependence has come to light.

Addicts are said to be able to get barbiturates on prescription without difficulty by attending several different doctors. One is quoted as having by that means obtained in the same period Tuinal, Nembutal, Mandrax, Seconal, methylamphetamine tablets, Durophet and cannabis tincture (with which he "mainlined" giving him a "beautiful buzz").

Other drugs mentioned as being bought and sold on the black market are Ritalin, amphetamine powder and Physeptone ampoules. "Apparently, many people have gone off LSD because they are afraid of its dangers."

Dr Glatt, who will give a paper on development of international controls over drug dependence to the Belfast meeting of the British Pharmaceutical Conference next week, concludes that doctors should reduce the availability of the barbiturates by more judicious and moderate prescribing. (*Lancet*, August 23.)

Contemporary themes

Assaying antibiotics. A simple technique for, using methylene blue as an indicator. *Indian Journal of Pharmacy*, May-June p 72.

Cannabis is not heroin (by Baroness Wootton). *Science Journal*, September, p 3.

Cannabis, *Science Journal*, September, p 36.

Contraception by intrauterine devices. *Science Journal*, September, p 48.

Carbamazole. Effect of pretreatment with, in patients with thyrotoxicosis subsequently treated with radioactive iodine. *British Medical Journal*, August 23, p 443.

Immunisation against rubella. *Nature*, August 16, p 674.

Aspirin: Its effect on platelet glycolysis and release of adenosine diphosphate. *Science*, July 4, p 65.

Cyclophosphamide: Effect on experimental allergic encephalomyelitis in Lewis rats. *Science*, July 11, p 191.

Diehrin and DDT: Effects on sparrow hawk egg-shells and reproduction. *Science*, July 11, p 199.

Evaluation of monovalent influenza vaccine. *Journal of the American Medical Association*, July 14, p 232.

Melphalan therapy in multiple myeloma. *Journal of the American Medical Association*, July 14, p 251.

MARKET NEWS

Hypophosphite prices advance 10 per cent

London, August 27: The prices of various hypophosphites rose by about 10 per cent during the week. Also dearer among pharmaceutical chemicals were aloin by 10s per kg and chloral hydrate by about fivepence per kg, while hyoscyamine sulphate was lower.

Trading in crude drugs was extremely quiet because of holiday influences. Curaçao aloes were again marked up 10s per cwt. Cardamoms were dearer by sixpence per lb and Jamaican ginger by 15s per cwt. After an absence of some months quillaia was again quoted on the spot and sarsaparilla in both positions.

Among essential oils spot supplies of lemongrass were virtually unobtainable. Cinnamon leaf oils were easier as well as Madagascar clove leaf.

Pharmaceutical chemicals

Aloin: 50-kg lots 101s 6d kg.

Amphetamine: Base 150s per kg in 5-kg lots; sulphate 120s; **Dexamphetamine** 270s per kg for 10 kg.

Amylobarbitone: BPC 68s 6d per kg for less than 100-kg lots; sodium 78s 6d.

Barbitone: 50-kg lots 52s kg; sodium 52s.

Benzoic acid: 50-kg kegs, 6s 5d kg; sodium salt 6s 6d.

Boric acid: BP grade per 1,000-kg: granular £86; crystals £99; powder £92 10s; extra-fine powder £94 10s in paper bags, carriage paid. Technical from £73 10s to £82 15s.

Brucine: (Per oz) sulphate 10s; alkaloid 12s 6d for 100-oz upwards.

Butabarbital: 50-kg 107s 6d kg; sodium 120s.

Caffeine: Hydrate and anhydrous in less than 50-kg lots 32s 9d kg; over 50 kg 30s 3d.

Calcium carbonate: BP light precipitated powder 1-ton lots £47 10s per ton in free bas, delivered. Prepared powder £22 10s ex works.

Calcium chloride: Fused 437s 8d per 100-kg in 12½-kg tins.

Calcium gluconate (Per kg): 25-kg 10s 4d; 50-kg 9s 9d; 250-kg 9s 5d.

Calcium lactate: 250-kg £412 per 1,000 kg.

Chloral hydrate: 50-kg lots 10s 8d kg.

Citric acid: BP granular (single deliveries per 1,000 kg in lined bags), 50-kg £237; 250-kg £232; 1,000-kg £223. Premiums: Anhydrous, 10 per cent; powder £10; crystals £10.

Cocaine: 35-oz lots hydrochloride 115s per oz; alkaloid 126s oz. Subject to DDA.

Cyclobarbital: Under 25 kg 75s per kg; calcium 75s kg.

Hypophosphites: Per kg:

Quantity	12·5 kg	50 kg
	s d	s d
Calcium	20 10	19 4
Iron	43 1	41 7
Magnesium	36 4	34 4
Potassium	28 11	26 10
Sodium	23 5	21 5

Hypophosphorous acid: BPC 1959 16s 9d per kg; pure (50 per cent) 20s 9d.

Hyoscyamine sulphate: 1-kg lots 1,053s.

Lithium salts: (1-cwt lots) carbonate 5s 9d lb; chloride granular 10s 1d; powder 10s 2½d; hydroxide 6s 5½d.

Magnesium carbonate: 1-ton lots; light £135 6s 8d; heavy £135.

Magnesium hydroxide: BPC, 1-ton lots £466 £3s 4d.

Magnesium oxide: BP (per ton): light £485 6s 8d; heavy £793 6s 8d.

Magnesium peroxide: BPC (15 per cent) 3s 11d lb for 1-cwt lots.

Magnesium phosphate: Tribasic, BPC 1949, 10s 4d kg, in sacks; dihydrogen 9s kg for 50-kg lots.

Magnesium sulphate: BP crystals in minimum 1-ton lots £27 per ton, exsiccated £70-£74 ton, ex works.

Magnesium trisilicate: 1-ton £448.

Merurochrome: 145s. 4d per kg.

Mercury salts: Per kg for under 50-kg lots—ammoniated powder 168s; perchloride 145s; subchloride 171s; oxides, yellow 177s and red 182s; iodide (25-kg lots), 122s.

Mersalyl: Acid 275s per kg; sodium 375s.

Methyl salicylate: 250-kg 8s 5½d kg.

Narcotine: Alkaloid and hydrochloride 300s kg.

Pentobarbitone: Less than 100-kg lots 93s per kg for acid and 98s for sodium.

Phenolphthalein: 250-kg lots BP and yellow 18s 9d kg.

Physostigmine: (100-g lots, per kg); salicylate 13,733s 6d; sulphate 17,574s 6d.

Pilocarpine: 1-kg lots hydrochloride 1,379s; nitrate 1,354s.

Quinalbarbitone: Sodium and acid are 99s per kg for less than 25-kg lots.

Saccharin: BP powder 1 lb and over 15s 6d per lb; sodium salt BP 14s.

Sodium acetate: BPC 1949, 50 kg 4s 0½d kg.

Sodium benzoate: 1-ton lots 2s 5d lb.

Sodium bicarbonate: BP £24 8s per ton for 8-ton lots in 1-cwt bags.

Sodium chloride: Vacuum dried 179s 4d per ton in paper sacks for 6-ton lots.

Sodium cyclamate: 1 ton lots 4s lb.

Sodium fluoride: BPC 50-kg kegs 10s 4d kg.

Sodium formate: BPC 1934 6s 8d kg in 50-kg lots.

Sodium gluconate: Pyrogen-free 500-g £12 per kg; refined 150 kg 8s 9d kg.

Sodium metabisulphite: Powder 1s 11d kg in 50-kg sack.

Sodium nitrite: BPC, 50-kg kegs 6s 2d per kg.

Sodium pantothenate: Per kg 105s for 1-9 kg lots.

Sodium perborate: (Per ton) tetrahydrate (minimum 10 per cent. available oxygen), £144 8s 1n kegs; £136 18s in 1-cwt bags; perborate monohydrate (15 per cent. available oxygen) is £313 4s.

Sodium percarbonate: (Per ton), £173 15s in kegs (bags £7 10s per ton lower) for minimum 12 per cent. available oxygen.

Sodium phosphate: BP acid crystal 6s 3d kg; powder 8s 1d.

Sodium potassium tartrate: BPC (Per 1,000-kg) 50-kg £267; 250-kg £258.

Sodium salicylate: 1-ton lots in bulk, 3s 10½d per lb.

Sodium sulphate: BP £36 5s to £38 10s per ton as to crystal. BP exsiccated £58 10s ton (5-cwt lots).

Sodium sulphite: 4-ton lots; photo quality, £31 12s 6d per ton in bags.

Sodium thiosulphate: In 4-ton lots £38 12s 6d per ton ex works.

Strychnine: 100-oz lots alkaloid 7s per oz sulphate; hydrochloride 6s.

Thioglycollic acid: Basic rates per lb 97·98 per cent, 26-lb packs 15s 6d; 75 per cent 11s 6d; ammonium thioglycollate 40 per cent, pH 9·3 (24-lb packs), 7s; monoethanolamine thioglycollate.

H 9·9 40 per cent 10s 2d. All carriage paid United Kingdom and subject to purchase tax.

Crude drugs*

Aconite: *Napellus* 7s 6d lb nominal.

Agar: Kobe No. 1, 18s 6d lb, cif; European powder 16s delivered.

Aloes: (per cwt) Cape primes 290s spot, 275 cif; Curaçao 640s spot; shipment nominal.

Balsams: (Per lb) **Canada:** Shipment 33s, cif; 33s 6d to 34s 6d spot; **Copaiba:** 10s, cif; 10s 6d spot; **Peru:** 13s 6d spot; 13s, cif; **Tolu:** BP 13s; genuine as imported 41s 6d cif.

Belladonna: Leaves 3s 8d lb spot, 3s 6d, cif; herb 1s 11d, cif; root 1s 11d spot; 1s 10d, cif.

Benzoin: BPC, spot £32 to £45 per cwt.

Buchu: 27s 6d to 28s 6d lb spot; shipment 27s 6d nominal.

Calumba: Spot 140s cwt; 130s, cif.

Camphor: BP powder 37s 6d kg; 35s, cif.

Cardamoms: (Per lb) Tanzanian 20s spot; 19s 6d, cif.

Cascara: Spot and shipment nominally 360s cwt.

Cassia: *Lignea*, broken 505s cwt spot.

Cherry bark: Thin natural 3s lb spot; 2s 11d, cif. **Chillies:** Zanzibar 350s cwt, spot; Mombasa 290s. **Cinnamon:** Seychelles bark 430s cwt spot; 410s, cif. Ceylon quills (cif), four 0's 7s 4d lb; quillings 5s.

Cloves: Zanzibar standard 15s. 6d lb, cif.

Cochineal: (Per lb). Canary Isles silver-grey 37s 6d, cif; black brilliant 41s 6d, cif. Peruvian silver-grey 30s, spot.

Cocillana: Bark 3s 3d lb spot.

Colocynth pulp: Spot 4s 6d lb; 4s 3d, cif.

Cubebs: Spot quoted at 285s cwt.

Dandelion: Root 560s cwt spot, nominal; no forward offers.

Ergot: (lb) Spanish 8s 9d; 8s 6d, cif; Continental 9s 9d and 9s 6d, cif.

Gentian: Spot nominal; shipment 310s cwt, cif.

Ginger: (cwt) Nigerian split 430s; peeled 400s; Jamaican No. 2 715s spot.

Gums: (Per cwt) **Acacia:** Kordofan cleaned sorts 262s 6d spot; 254s, cif. **Karaya:** No. 2 f.a.q. gum 450s spot; 430s, cif. **Tragacanth:** No. 1 spot £285; No. 2 £265.

Honey: (Per cwt ex stone). Australian light amber 157s, medium amber 142s 6d, Argentinian 150s, Canadian 200s, Mexican 145s, Chinese 127s.

Hydrastis: 33s lb; 32s cif.

Hyoscyamus: *Niger* 2s 1d lb; 1s 9d, cif.

Ipecacuanha: (Per lb)—Matto Grosso spot 55s 54s 6d, cif; Costa Rican spot 64s; shipment (August-September) 62s, cif.

Jalap: Brazilian 2s 2d lb spot; 2s, cif.

Kola nuts: West African halves 9d lb; 7½d, cif.

Lanolin: Anhydrous BP 5s 5d to 6s 02d kg as to grade in 1-ton lots delivered fee drums. Cosmetic grade 6s 5d.

Lemon peel: Spot and cif, 2s 9d lb nominal.

Liquorice: Root, Chinese 90s cwt, spot, Block juice, Anatolian 250s per cwt.

Lobelia: (lb) Dutch, new crop, November delivery 4s 3d, cif; 4s 9d spot. American 12s 9d, cif; 13s spot.

Lycopodium: Indian for November delivery 45s lb, cif.

Mace: Grenada No 1 8s 6d, cif.

Menthol: (lb) Chinese 37s 6d spot; October-November shipment 34s 3d, cif. Brazilian 26s 6d spot; forward 25s 6d, cif.

Mercury: Spot £215-£223 per flask of 76 lb.

Nutmegs: (Per lb, cif). Grenada 80's 6s 4d; 110's 5s 10d; defectives 4s 3d; sound assorted 5s 4d.

Nux Vomica: Shipment 110s cwt, cif.

Pepper: Sarawak white 3s 9d spot, 3s 4½d, cif. black 2s 6d, cif.

Podophyllum: *Emodi* 430s cwt spot; 360s cif. September-October.

Quillaia: Spot 400s cwt.

Rhubarb: Various grades offered at from 10s to 25s per lb spot.

Saffron: Mancha superior 600s per lb.

Sarsaparilla: Spot 5s 6d lb; shipment 5s, cif.

Seeds: (Per cwt) Chinese star **Anise** 200s; Spanish green 257s 6d duty paid. **Caraway:** Dutch 167s 6d on spot. **Celery:** Indian afloat 600s, cif. **Coriander:** Moroccan 110s spot; 97s 6d, cif. **Cumin:** Chinese 175s spot; Syrian new crop 143s, cif. **Dill:** Indian 150s, cif. **Fennel:** Chinese 115s duty paid; forward 92s 6d, cif. (50-kg). **Fenugreek:** Moroccan 75s duty paid; 60s, cif. **Mustard:** English 57s 6d to 95s as to quality.

Senega: Canadian 29s 9d spot lb; shipment (new crop) 28s, cif. Japanese 20s in bond.

Senna: (per lb) Tinnevelly leaves spot; Prime No. 1, 2s 3d; No. 3 f.a.q. 1s 4d; shipment No. 3 1s 2½d, cif. Pods: Tinnevelly hand-picked, spot 2s 2d; manufacturing 1s 8d. Alexandria hand-picked 6s 6d to 9s as to grade; manufacturing forward 1s 11d, cif; spot 2s 8d.

Styrax: Spot 21s 6d lb; 21s 6d, cif.

Tonquin beans: Para 9s lb, cif.

Turmeric: Madras finger 325s cwt spot; August-September 330s, cif.

Waxes: (cwt) **Bees'**: Dar es Salaam 740, for shipment, cif. **Candelilla** 550s spot; 540s, cif. Fatty-grey **Carnauba** 350s spot, 330s, cif; prime yellow 550s and 510s, cif.

Essential oils*

Bois de rose: Brazilian 40s kg spot; 39s 6d, cif.

Camphor, white: Spot 7s 9d kg, duty paid; 7s, cif.

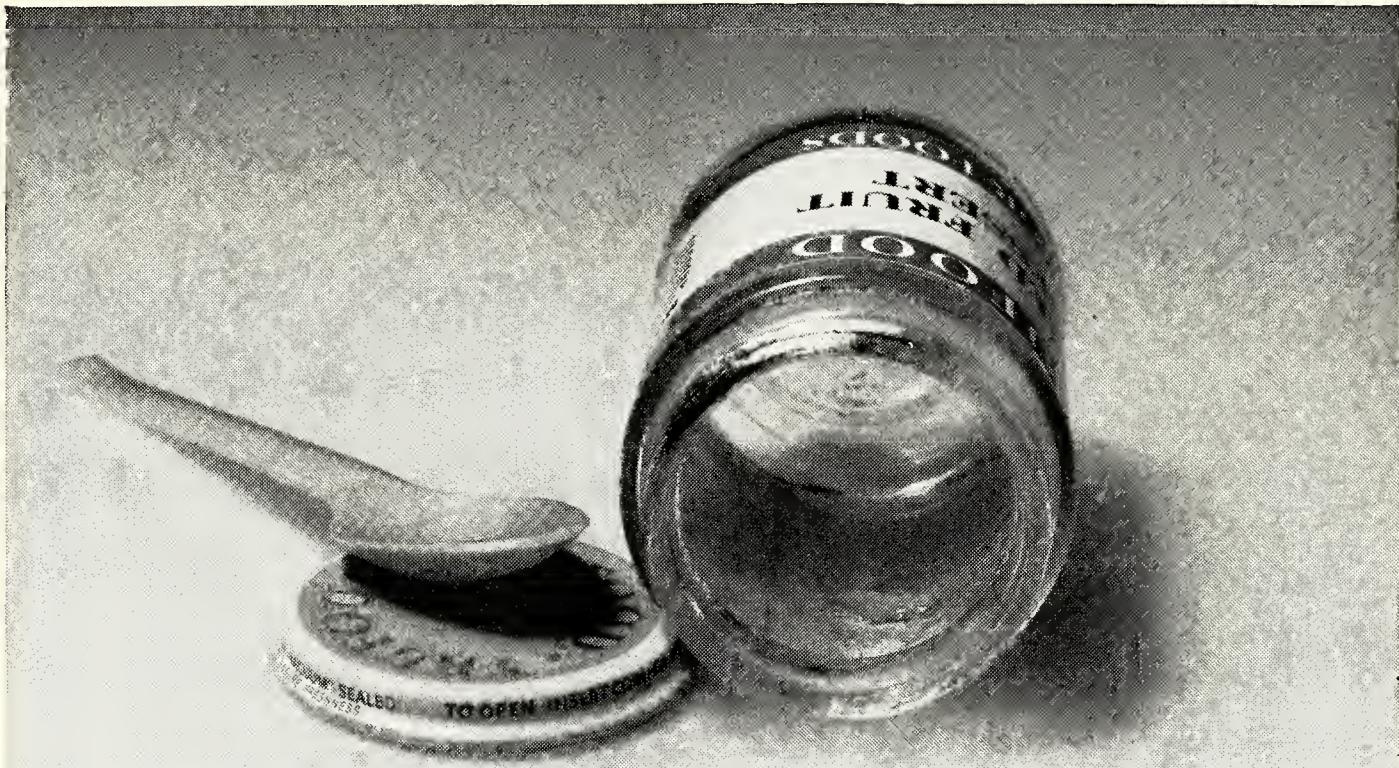
Cananga: Java, 24s lb.

Clove: (lb) Madagascar leaf, 12s 9d in bond; 12s 6d, cif for September shipment. English distilled bud 66s.

Lemongrass: Spot cleared; August-September shipment 51s, cif.

Peppermint: (Per lb) **Arvensis:** Chinese 10s spot; 10s, cif. Brazilian 10s 6d spot; shipment 10s, cif. American **Piperita** 40s to 50s, cif, new crop. Italian 95s,

*Prices obtained by importers or manufacturers ex-warehouse for bulk quantities.



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CLASSIFIED ADVERTISEMENTS

HOSPITAL APPOINTMENTS

BARNET GENERAL HOSPITAL

Wellhouse Lane, Barnet, Herts
Pharmacy Technician I
required for duties in the Group Pharmacy at Barnet General Hospital. Apply Group Pharmacist.

Barnet Group Hospital Management Committee

BARNET GENERAL HOSPITAL

Wellhouse Lane, Barnet, Herts.

Senior Pharmacist
required in Group Pharmacy of Category V Hospital Whitley Council salary and London Weighting. Pleasant, modern, comprehensive Pharmacy. Apply to Group Pharmacist.

New Southgate Group Hospital Management Committee

FRIERN HOSPITAL

Chief Pharmacist III
required by this large psychiatric hospital. Salary scale £1,494-£1,955. Whitley Council conditions and scales applicable. Applications naming two referees to the Group Secretary, Friern Hospital, New Southgate, London, N 11.

Pharmacy Technician I

required for
Royal Berkshire Hospital, Reading.

Pleasant working conditions, supporting staff, frequent 5-day week. Temporary accommodation may be available. Apply Group Pharmacist. (Reading 85111 ext. 302).

PHARMACY TECHNICIAN

(Apothecaries Certificate preferred), required full or part time to assist in busy Psychiatric hospital. Salary according to age and experience (scale from £335 to £850. Five-day week. Pleasant surroundings, good cafeteria meals and single accommodation available at reasonable charges, or £90 living out allowance payable. Write, naming two referees, to the Chief Pharmacist, West Park Hospital, Epsom.

ROYAL SOUTH HANTS HOSPITAL

Fanshawe Street,
Southampton, SO9 4PE

Deputy Chief Pharmacist

required in this busy Category V Group Department. The Royal South Hants Hospital will form part of the Teaching Complex at present being developed in Southampton. Salary scale £1,381 to £1,751. Applications to the Hospital Secretary.

GENERAL HOSPITAL, HEREFORD

Pharmacy Technician I or II alternate Saturdays free

Apply to Group Chief Pharmacist, County Hospital, Hereford.

DEPUTY CHIEF PHARMACIST

required for this General Hospital of 541 beds. Wide variety of work, including Specialist Departments in Thoracic and Plastic Surgery, with opportunity to gain experience at other units in the Group.

The salary scale for this post is £1,383 - £1,751 per annum (Category V). Residential accommodation may be available.

Applications in writing stating age, qualifications, experience together with the names and addresses of two referees to be sent as soon as possible to the Hospital Secretary.

SHOTLEY BRIDGE GENERAL HOSPITAL CONSETT. CO. DURHAM.

CANTERBURY GROUP HOSPITAL MANAGEMENT COMMITTEE GROUP PHARMACEUTICAL DEPARTMENT

Applications are invited for the post of SENIOR PHARMACIST for STERILE PRODUCTS UNIT. In addition to the manufacture of the standard range of products including all infusion solution, the department is to provide fluids for a Renal Unit, which is being brought into use early 1970.

The successful candidate will be expected to participate in the organisation of the service.

Building of a new Pharmacy has commenced and incorporates a much enlarged S.P.U. planned to provide an area manufacturing unit for East Kent.

Further details available from the Group Pharmacist at the Kent and Canterbury Hospital (Canterbury 66877).

Applications together with name and address of 2 referees should be sent to the Group Secretary, Central Offices, Nunnery Fields Hospital, Canterbury, Kent.

SENIOR PHARMACIST

required for this General Hospital of 541 beds. Wide variety of work, including Specialist Departments in Thoracic and Plastic Surgery, with opportunity to gain experience at other units in the Group.

The salary for this post is £1,220 - £1,520 per annum.

Applications in writing stating age, qualifications, experience together with names and addresses of two referees to be sent as soon as possible to the Hospital Secretary.

SHOTLEY BRIDGE GENERAL HOSPITAL CONSETT. CO. DURHAM.

CONNAUGHT HOSPITAL, WALTHAMSTOW, E.17.

Pharmacy Technician I

who holds Apothecaries Hall Certificate or equivalent qualification required immediately. Applications should be addressed to the Hospital Secretary and should include names of two referees.

SITUATIONS VACANT GENERAL

QUALIFIED DISPENSER required to assist in busy rural practice near Reading. Good salary and prospects. Write Box C 1478 or phone Reading 883134 (reverse charges).

MANSFIELD HOSPITAL MANAGEMENT COMMITTEE

Post-graduate Pharmaceutical Student

A vacancy will shortly occur for a Post-Graduate Pharmaceutical Student in the newly opened Area Pharmaceutical Department serving 10 hospitals (1,762 beds). The department is modern and well-equipped and incorporates a separate Sterile Products Unit. Salary £875 per annum + £25 Higher Qualification Allowance. Good accommodation at a reasonable charge is available for a single person if required.

Applications to:—

The Group Pharmaceutical Officer,
King's Hill Hospital,
Sutton-in-Ashfield,
Notts.

MANSFIELD HOSPITAL MANAGEMENT COMMITTEE

Senior Pharmacist

Required for newly opened Area Pharmaceutical Department, serving 10 hospitals, (total 1,762 beds). Well equipped department with separate Sterile Fluids Unit. Excellent opportunity to gain thorough experience of hospital pharmacy. Salary £1,200-£1,520 plus higher qualification allowance. Living accommodation available at a reasonable charge for a single person if required.

Applications naming two referees to:

The Group Pharmaceutical Officer,
King's Hill Hospital,
SUTTON-IN-ASHFIELD
Notts.

SITUATIONS VACANT RETAIL

PHARMACIST required to take charge of modern shop. Attractive dispensary, supporting staff of four, no Sunday rota. Four weeks' annual holidays. Salary £1,870 p.a. Superannuation scheme. Low cost housing available, removal expenses. Near to attractive coast and golfing facilities.

Applications, in writing to: The General Manager,

Prestonpans Co-operative Society Limited,
190 High Street, Prestonpans,
E. Lothian, Scotland.

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**Mitchum Distributors,
Sunley House,
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Croydon
CR9 2DB**

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